

PUBLIC

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



ORIGINAL

Docket No. 9379

In the Matter of

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

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

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

Respondents.

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**COMPLAINT COUNSEL’S MEMORANDUM OF LAW IN OPPOSITION TO
RESPONDENT PATTERSON’S MOTION TO DISMISS THE CASE AGAINST
PATTERSON IN ITS ENTIRETY**

I. INTRODUCTION

The Administrative Law Judge should deny Respondent Patterson’s Motion to Dismiss the Case Against Patterson in its Entirety (“Motion”) because compelling and largely uncontroverted evidence shows that Patterson participated in the conspiracy. Patterson asks this Court to overlook this mountain of evidence and, rather than consider the plain meaning of this evidence, instead accept *ex post* rationalizations by its executives. But when the Court considers the totality of the evidence—not the cherry-picked examples and dubious interpretations presented in Patterson’s Motion—it is apparent that Complaint Counsel has met, and far exceeded, its burden of having set forth a *prima facie* case.¹ Indeed, the evidence set forth in Complaint Counsel’s case-in-chief shows that Patterson has violated the antitrust laws.

Because Complaint Counsel has met the *prima facie* threshold for establishing a violation of Section 5 of the FTC Act, Patterson’s attempt to short circuit this proceeding must fail, and its Motion should be denied.

ARGUMENT

II. LEGAL STANDARD

In other cases this Court has previously denied a motion to dismiss at the close of Complaint Counsel’s evidence where “Respondent failed to demonstrate that the Complaint

¹ The Court was clear that it had no need of this written motion, *see* Trial Transcript (“Tr.”) 4747:21-4749:2, yet Patterson (unlike Benco and Schein) elected to file it nonetheless. Given Patterson’s insistence on filing its Motion, Complaint Counsel welcomes the chance to demonstrate the sufficiency of its evidence.

should be dismissed for failure to establish a *prima facie* case.”² As Patterson itself has acknowledged, in ruling on its Motion, the evidence and all inferences reasonably drawn from that evidence must be viewed in light most favorable to Complaint Counsel’s case.³

III. COMPLAINT COUNSEL HAS MET THE PRIMA FACIE THRESHOLD FOR ESTABLISHING PATTERSON JOINED THE NO-BUYING GROUP AGREEMENT.

Complaint Counsel has adduced direct and unambiguous evidence of Patterson’s participation in an agreement among the three largest competing dental distributors to refuse to compete for buying groups composed of independent dentists seeking lower prices. Documentary evidence presented at trial shows that in February 2013, Patterson’s then-President, Paul Guggenheim,⁴ and Chuck Cohen, the owner of one of its largest rivals, Benco, exchanged assurances that they would not do business with buying groups. This evidence establishes that Benco’s Cohen informed Patterson’s Guggenheim that Benco did not offer discounts or work with buying groups.⁵ Emails and trial testimony also establish that Guggenheim responded to Cohen’s email, informing his competitor about Patterson’s position: Patterson “feel[s] the same way about” buying groups.⁶ The record shows that within a few weeks of Patterson’s communication with Benco, a Patterson executive instructed its sales team not to bid on a buying group, explaining that “our 2 largest competitors [Benco and Schein] stay out of these as well.”⁷ And, when Patterson discovered that despite this exchange of assurances

² *In the Matter of McWane, Inc.*, Dkt. No. 9351, 2012 WL 5879802 (F.T.C.), at *2-3 (Nov. 7, 2012) (citing 16 C.F.R. § 3.22(a) and denying motion).

³ Motion at 7 (citing *In the Matter of Uarco, Inc.*, Dkt. No. 7087, 1964 WL 72888 (F.T.C.), at *11 (Feb. 24, 1964)).

⁴ After serving as Patterson’s President/Chief Executive Officer for six years (2010-2016), and Chief Innovation Officer for one year (2016-2017), Paul Guggenheim became President of Patterson’s Western Region.

⁵ CX0090.

⁶ CX0090 at -001.

⁷ CX0093 at -001.

Benco was discounting to a buying group, Guggenheim emailed Cohen, asking if Benco’s “position on buying groups is still as [] articulated back in February.”⁸

Patterson spends eight pages of its brief asking this Court to ignore this evidence in its entirety simply because it is not “direct evidence,” or “evidence that is explicit and requires no inferences to establish the proposition being asserted.”⁹ They are wrong for two reasons. First, these communications and the resulting agreement are not based on inferences; they are the words used by Respondents’ executives as documented in trial exhibits. More importantly, whether this evidence is designated as “direct” or “circumstantial” is irrelevant to the issue at hand—there is no requirement that conspiracies be proven only by “direct evidence.”¹⁰ In fact, “[c]ircumstantial evidence is no less persuasive than direct evidence.”¹¹ All evidence, direct and circumstantial, bears on the question of whether Patterson joined a price fixing conspiracy.

A. The Totality of the Evidence Establishes Patterson’s Participation in the No-Buying Group Conspiracy.

In evaluating an alleged antitrust conspiracy, courts must consider the “totality of the evidence,”¹² including direct or circumstantial evidence, or a combination of the two.¹³ The Supreme Court noted that “[t]he character and effect of a conspiracy are not to be judged by dismembering it and viewing its separate parts, but only by looking at it as a whole.”¹⁴ A

⁸ CX0095 at -001.

⁹ Motion at 8-15.

¹⁰ Black’s Law Dictionary (10th ed. 2014) (citing John H. Wigmore, *A Students’ Textbook of the Law of Evidence* 40 (1935) (“A little reflection shows that no disputed case will ordinarily be proved solely by circumstantial or solely by testimonial evidence. Ordinarily there is evidence of both kinds. The matter has been obscured by the use of the term ‘direct evidence,’...The term ‘direct’ evidence has no utility.”).

¹¹ *United States v. Apple Inc.*, 952 F. Supp. 2d 638, 689 (S.D.N.Y. 2013), *aff’d* 791 F.3d 290 (2d Cir. 2015).

¹² *In re Publ’n Paper Antitrust Litig.*, 690 F.3d 51, 64 (2d Cir. 2012).

¹³ *Monsanto Co. v. Spray-Rite Serv. Corp.*, 465 U.S. 752, 767 (1984).

¹⁴ *In re High Fructose Corn Syrup Antitrust Litig.*, 295 F.3d 651, 655-56 (7th Cir. 2002) (“The question for the jury in a case such as this would simply be whether, when the evidence was

conspiracy need not be a “formal” or “express” agreement to constitute an antitrust violation.¹⁵

There are no magic words needed to trigger liability: A “tacit” agreement is just as much a violation as an “express” agreement.¹⁶ The central inquiry in a Section 1 case is whether the alleged conduct “stem[s] from independent decision or from an agreement, tacit or express.”¹⁷ A conspiracy, or agreement, is established when the evidence “reasonably tends to prove that the [defendants] had a conscious commitment to a common scheme designed to achieve an unlawful objective.”¹⁸ An agreement can also be found upon a showing of a “unity of purpose or a common design and understanding, or a meeting of the minds in an unlawful arrangement.”¹⁹ Courts have found an agreement to exist where “defendants got together and exchanged assurances of common action,”²⁰ as well as in cases where no specific assurances were exchanged but where a defendant outlines a course of action in the presence of a competitor, and

considered as a whole, it was more likely that the defendants had conspired to fix prices than that they had not conspired to fix prices.”).

¹⁵ *In re Polyurethane Foam Antitrust Litig.*, 152 F. Supp. 3d 968, 978 (N.D. Ohio 2015) (“No formal agreement is necessary to constitute an unlawful conspiracy...The essential combination or conspiracy in violation of the Sherman Act may be found in a course of dealings or other circumstances as well as in any exchange of words.”) (quoting *Am. Tobacco Co. v. United States*, 328 U.S. 781, 809-10 (66 S. Ct. 1946)); *Ross v. Am. Exp. Co.*, 35 F. Supp. 3d 407, 437 (S.D.N.Y. 2014), *aff’d sub nom. Ross v. Citigroup, Inc.*, 630 F. App’x 79 (2d Cir. 2015), *as corrected* (Nov. 24, 2015) (“No formal agreement is required to constitute an antitrust conspiracy. It is enough that ‘a concert of action is contemplated and...that the defendants conformed to the arrangement.’”) (quoting *United States v. Paramount Pictures, Inc.*, 334 U.S. 131, 142 (1948));

¹⁶ *Bell Atl. Corp. v. Twombly*, 550 U.S. 544, 553 (2007).

¹⁷ *In re Foreign Exch. Benchmark Rates Antitrust Litig.*, 74 F. Supp. 3d 581, 591 (S.D.N.Y. 2015).

¹⁸ *Monsanto*, 465 U.S. at 764.

¹⁹ *Copperweld Corp. v. Independence Tube Corp.*, 467 U.S. 752, 771 (1984) (quoting *Am. Tobacco*, 328 U.S. at 810).

²⁰ *In re Flat Glass Antitrust Litig.*, 385 F.3d 350, 361 (3d Cir. 2004) (quoting Phillip E. Areeda & Herbert Hovenkamp, *Antitrust Law*, ¶1434b at 243 (2nd ed. 2000)).

the competitor follows that course of action thereafter.²¹ “[A]ny conformance to an agreed or contemplated pattern of conduct will warrant an inference of conspiracy.”²²

1. Patterson and Benco Exchanged Assurances and Reached a Meeting of the Minds in February 2013.

Evidence presented at trial established that, in early 2013, a dentist in New Mexico, Dr. Brent Mason, created a buying group called the New Mexico Dental Cooperative (“NMDC”).²³ Dr. Mason sent an email to prospective member dentists informing them that NMDC had “partnered with Patterson Dental” for dental supply discounts.²⁴ News of this development spread quickly to Schein employees, who then passed it on to Benco.²⁵ Benco’s Cohen testified that he had not seen Patterson doing business with buying groups prior to February 2013,²⁶ and that a change in Patterson’s buying group strategy posed a risk to Benco of potential loss of customers.²⁷

Just a few days after NMDC’s email was circulated in the industry, Cohen informed his team in a February 8, 2013 email: “We don’t recognize buying groups I’ll reach out to my counterpart at Patterson to let him know what’s going on in NM.”²⁸ Within five minutes, Cohen

²¹ *In re Domestic Airline Travel*, 221 F. Supp. 3d 46, 62–63 (D.D.C. 2016) (finding an agreement plausible when one defendant made public statements about its own commitment to capacity discipline followed by other defendants subsequently changing conduct in concert); *see also In re Delta/AirTran Baggage Fee Antitrust Litig.*, 733 F. Supp. 2d 1348, 1360 (N.D. Ga. 2010) (“Courts have . . . found that unlawful conspiracies may be inferred when collusive communications among competitors precede changed/responsive business practices, such as new pricing practices.”); *Esco Corp. v. United States*, 340 F.2d 1000, 1008 (9th Cir. 1965); *Interstate Circuit v. United States*, 306 U.S. 208, 221–227, 232 (1939).

²² *Arandell Corp. v. Centerpoint Energy Servs., Inc.*, 900 F.3d 623, 634 (9th Cir. 2018) (citing *Esco Corp.*, 340 F.2d at 1008).

²³ Mason Tr. 2331:3–24; 2339:10–18.

²⁴ Mason Tr. 2337:13–2339:3; CX0090 at -004; CX0055 at -004.

²⁵ CX0090 at -002 (email from Henry Schein’s Brandon Bergman to Benco’s Stewart Hanley regarding NMDC).

²⁶ Cohen Tr. 531:10–17, 532:12–23.

²⁷ Cohen Tr. 466:16–467:17.

²⁸ CX0055 at -001.

(Benco) notified Guggenheim (Patterson) of Patterson's discounting arrangement with a buying group, and assured Guggenheim that Benco had a policy against such discounting.²⁹ Cohen forwarded NMDC's email regarding its partnership with Patterson to Guggenheim, stating:

Just wanted to let you know about some noise I've picked up from New Mexico. FYI: Our policy at Benco is that we do not recognize, work with, or offer discounts to buying groups (though we do work with corporate accounts) and our team understands that policy.³⁰

Guggenheim testified that he was not previously aware that Benco, one of its top rivals, had a policy against discounting to buying groups, and did not believe this was public information.³¹ It was plainly against Benco's unilateral self-interest to share this policy with Patterson because doing so gave Patterson an advantage if it were competing directly with Benco. Cohen admitted that he could think of no legitimate business reason to inform Guggenheim of Benco's no-buying group policy.³² Tellingly, Cohen explained in a contemporaneous text message to his team: "I just sent [Guggenheim] a note about [NDMC]. Don't want to call because it might be construed as price fixing."³³ Respondents proffer no reason why this exchange took place, but the totality of the evidence compels a simple explanation: Cohen sent this email to invite Patterson to reach an understanding that neither firm would cut prices by discounting to buying groups.³⁴

²⁹ CX0056 at -001; Cohen Tr. 533:12-534:9.

³⁰ CX0056 at -001; *see also* CX0091 at -001; Guggenheim Tr. 1594:17-24.

³¹ Guggenheim Tr. 1596:11-18, 1597:3-5.

³² Cohen Tr. 535:8-20.

³³ CX0057 at -006.

³⁴ *See Esco Corp.*, 340 F.2d at 1006 (rejecting defendant's argument that its competitor called a meeting "simply to 'announce its own pricing plans'" and "'not to ask for agreement,'" noting that "[w]ere we triers of fact, we might well ask if this were so, what purpose was to be served as a meeting of competitors?").

Guggenheim acted on this invitation. A few hours later, after forwarding Cohen’s email to two senior Patterson executives (Dave Misiak and Tim Rogan),³⁵ Guggenheim responded to Cohen’s email, accepting Cohen’s invitation to collude: “Thanks for the heads up. I’ll investigate the situation. We feel the same way about these.”³⁶ Guggenheim testified that when he told Cohen “we feel the same way about these,” “we” referred to Patterson and “these” referred to buying groups.³⁷ This is direct evidence that Guggenheim assured one of his top competitors that Patterson felt the same way about adopting a policy of not discounting to buying groups. At trial, Guggenheim could provide no legitimate business rationale for his response to Cohen.³⁸

Proof of conspiracies rarely includes written evidence of agreement³⁹ as compelling and direct as this February 2013 email exchange between Patterson and Benco’s top executives. In fact, in *United States v. Foley*,⁴⁰ the Fourth Circuit affirmed a criminal price fixing conviction on

³⁵ CX0091 at -001; Guggenheim Tr. 1606:6-1607:13; Misiak Tr. 1329:2-20; 1331:11-14). Misiak was in charge of Patterson’s U.S. sales organization, and Rogan was in charge of Patterson’s pricing department. Guggenheim Tr. 1606:15-18, 1606:25-1607:2; Rogan Tr. 3424:18-20; 3513:14-20; 3518:10-13. Moreover, they were senior executives within the company that dealt with buying groups. Misiak Tr. 1383:17-20; CX0314 (Guggenheim Investigational Hearing Transcript (“IH Tr.”)) at 225:8-25.

³⁶ CX0090 at -001; *see also* Guggenheim Tr. 1608:10-14; 1610:6-17. Guggenheim testified in deposition that, at the time he received Cohen’s email, Patterson did not have a company policy or uniform way of deal with buying groups; each buying group was evaluated individually by the sales team. CX8023, (Guggenheim Deposition Transcript (“Dep. Tr.”)) at 134:13-19, 137:3-5. In fact, Guggenheim testified in deposition: “my gut would tell me, yeah, we’ve probably done business with buying groups and that’s probably been done in branches, you know, for years.” CX8023, (Guggenheim Dep. Tr.) at 141:10-13. At trial, however, Guggenheim changed his testimony, claiming “we generally – we didn’t do business with buying groups.” Guggenheim Tr. 1598:1-2.

³⁷ Guggenheim Tr. 1611:22-1612:3.

³⁸ Guggenheim Tr. 1612:18-23 (“Q: There was no business reason for you to tell Benco’s Chuck Cohen that Patterson felt the same way about these; right? A. No particular business reason . . .”).

³⁹ *Esco*, 340 F.2d at 1006-07 (9th Cir. 1965).

⁴⁰ *United States v. Foley*, 598 F.2d 1323 (4th Cir. 1979).

similar facts. In that case, one defendant remarked to his competitors that his firm would charge a certain commission rate, and there was evidence that some competitors “expressed an intention or gave the impression” that they would do the same.⁴¹

Despite the clarity of these communications, Patterson argues that Guggenheim’s statement to his competitor must be disregarded because he did not commit to “do something,” nor use the word “agreement” (or any other similar word) that would automatically trigger antitrust liability.⁴² Patterson claims, in essence, that Patterson’s assuring its competitor that it “felt the same way” about not discounting to buying groups, and then acting on that assurance, is insufficient to establish agreement as a matter of law because Guggenheim was cagey enough to avoid using an action verb or a specific word signifying agreement. This overly restrictive interpretation of the law would leave precious few conspiracies—and only the most inept conspirators—subject to the law. Patterson’s contention, however, is squarely foreclosed by controlling precedent. It is well-settled law that an antitrust conspiracy does not require a formal agreement or an exchange of specific words.⁴³ Nor is proof of such conspiracies limited to the scant handful of cases where the conspirators not only provide each other written assurances and updates of their conspiratorial conduct—as here—but actually incant the words “we agree” in writing. Rather, a defendant may choose from an infinite combination of words to reach a conscious commitment or a common understanding. Fundamentally, agreements are not to be

⁴¹ *Foley*, 598 F.2d at 1332.

⁴² Motion at 9-10.

⁴³ *Am. Tobacco Co. v. United States*, 147 F.2d 93, 107 (6th Cir. 1944); *Esco*, 340 F.2d at 1008

“judged by technical niceties but by practical realities.”⁴⁴ Indeed “[s]ophisticated conspirators often reach their agreements as much by the wink and the nod as by explicit agreement.”⁴⁵

2. Patterson Ended Negotiations With a Buying Group Three Days After the Exchange of Assurances.

The conspiracy had an immediate impact. Prior to Guggenheim’s exchange with Benco’s Cohen on Friday, February 8, 2013, Patterson had plans to partner with the NMDC buying group for discounted supplies. Just three days later, on Monday, February 11, 2013, NMDC received news that Patterson would no longer work with this buying group. The evidence presented at trial establishes:

- On Thursday, February 7, 2013, the day before Guggenheim and Cohen’s exchange, Patterson informed NMDC that this buying group partnership had the “opportunity to be huge.”⁴⁶ Dr. Mason testified that as of February 7, 2013, he felt that his buying group had an agreement with Patterson; only the guidelines of the deal needed to be ironed out.⁴⁷
- The next day, on Friday, February 8, 2013, Patterson’s Guggenheim and Benco’s Cohen exchanged assurances that neither would do business with buying groups, as described above.
- On Monday, February 11, 2013, Patterson informed Dr. Mason that they would not be partnering with the NMDC buying group after all.⁴⁸ This came as a surprise to Dr. Mason who testified that, prior to February 8, 2013, he understood that Patterson had agreed to discount to the buying group.⁴⁹

⁴⁴ *Meyer v. Kalanick*, 174 F.Supp. 3d 817, 825 (S.D.N.Y. 2016) (vacated on arbitration issue 868 F.3d 66 (2d Cir. 2017)).

⁴⁵ *Id.*; see also *Esco*, 340 F.2d at 1008 (“A knowing wink can mean more than words.”).

⁴⁶ CX4090 at -002.

⁴⁷ Mason Tr. 2352:5-2353:14.

⁴⁸ Mason Tr. 2354:1-2355:4.

⁴⁹ Mason Tr. 2352:5-11 (as of February 7, 2013, Dr. Mason felt he had an agreement with Patterson), 2354:20-2355:4.

3. Patterson and Benco Executives Instruct Their Sales Teams to Reject Buying Groups Weeks After the Exchange of Assurances.

Shortly after Guggenheim's exchange with Cohen, executives from all three Respondents attended the Chicago Dental Society industry meeting on February 21-23, 2013, including Patterson's Guggenheim, Misiak, and Rogan, and Benco's Cohen and Patrick Ryan, Benco's Director of Sales.⁵⁰ Schein's then-President, Tim Sullivan, was also in attendance.⁵¹ On February 23, 2013, the final day of the meeting, Benco's Ryan instructed Benco's sales team:

Benco does not recognize GPOs⁵² as a single customer. GPOs are what [ruined] the medical supply business and why they work on single digit margins. If this door is ever opened in dental, its [sic] all over for all of us. . . . [P]icture a day when every single customer of yours is in some kind of buying club and all margins are now 12% over cost and its [sic] a race to the bottom.⁵³

Ryan went on to explain the agreement between Respondents: "It doesn't catch on here, because so far, all of the major dental companies have said, 'NO', and that's the stance we will continue to take."⁵⁴

Not coincidentally, Patterson's VP of Sales, Misiak, gave a similar instruction—and a similar assurance that the three competitors were maintaining a united front—to Patterson's sales team four days later. On February 27, 2013, Misiak instructed his team that Patterson would not participate in a buying group,⁵⁵ noting: "Confidential and not for discussion . . . our 2 largest competitors stay out of these as well."⁵⁶ Misiak testified that the phrase "2 largest competitors"

⁵⁰ CX1507 at -002 (Cohen's contemporaneous notes indicating he "[a]ttended Chicago Mid-Winter Meeting" in February 2013); CX4360 at -021-027 (2013 Chicago Dental Society registrations by Benco, Patterson, and Schein).

⁵¹ CX6580 at -149-156 (Sullivan expense report showing attendance at Chicago Midwinter Meeting in 2013).

⁵² GPOs refers to "group purchasing organizations," a term used by Respondents as a synonym for buying groups. Ryan Tr. 1020:12-1022:8

⁵³ CX1449 at -002.

⁵⁴ CX1449 at -002.

⁵⁵ Misiak Tr. 1358:3-9.

⁵⁶ CX0093 at -001.

referred specifically to Schein and Benco.⁵⁷ Misiak confirmed at trial that as of February 27, 2013, he believed Schein and Benco, just like Patterson, were not working with buying groups.⁵⁸ Notably, Misiak testified that he did not recall knowing Benco or Schein’s buying group practices before February 2013, when Patterson joined the conspiracy.⁵⁹

To monitor Benco and Schein’s adherence to the agreement, Misiak also instructed his team to send him “specific proof” if they learned of Schein or Benco working with a buying group.⁶⁰ Courts recognize that a co-conspirator monitoring its competitor’s behavior in order to enforce adherence to the agreement is evidence of agreement.⁶¹

After instructing the sales team to reject this buying group, Misiak told Guggenheim that he was “concerned that Schein and Benco sneak into these [buying group] bids and deny it.”⁶² This is an odd statement to make in the absence of some sort of understanding—to whom would they be denying it and why would they need to deny it to anyone if each firm was merely following its independent business interests? Patterson’s concern that its top competitors would

⁵⁷ Misiak Tr. 1356:5-1357:8.

⁵⁸ Misiak Tr. 1357:9-1358:2.

⁵⁹ Misiak Tr. 1333:17-22.

⁶⁰ CX0093 at -001.

⁶¹ See, e.g., *United States v. Beaver*, 515 F.3d 730, 738-39 (7th Cir. 2008) (finding co-conspirators monitoring competitor behavior to “reaffirm” the agreement and confronting others about cheating relevant to upholding an antitrust price-fixing conspiracy conviction); *United States v. Maloof*, 205 F.3d 819, 830–31 (5th Cir. 2000) (finding that defendant orchestrated an antitrust price-fixing conspiracy by, *inter alia*, monitoring sales representatives’ “adherence to the agreement” and informing his competitor when “sales representatives from other companies deviated from the agreed upon pricing”); *In re Catfish Antitrust Litig.*, 826 F. Supp. 1019, 1027 (N.D. Miss. 1993) (finding allegations of defendants’ monitoring and enforcing compliance with the agreement relevant to its decision to deny defendants’ motion to dismiss).

⁶² CX0092 at -001; see *Polyurethane Foam*, 152 F. Supp. 3d at 994-95 (finding probative “evidence that when such alleged cheating came to the attention of senior Defendant employees, they would complain to counterparts at the low-balling pricing firm, using language that sharply departs from the language of competition.”); see also *United States v. Giordano*, 261 F.3d 1134, 1139 (11th Cir. 2001) (sustaining a price-fixing conviction relying, *inter alia*, on testimony that defendant was concerned and contacted his competitor “on at least one occasion to complain that [the competitor] was cheating” on the agreement).

“sneak” into discounting arrangements with buying groups and then “deny” such arrangements lies in sharp contrast to its open competition against Schein and Benco for other customers.

Even Misiak, a Patterson executive, could not explain why he was concerned that Schein and Benco would deny working with a buying group:

- Q. What was the concern if Benco and Schein deny it?
A. I don’t recall what I meant by that.⁶³
- Q. And when you said “deny,” whom did you have in mind that Schein and Benco would deny it to?
A. I don’t remember.⁶⁴
- Q. From your perspective, how could Benco or Schein work with buying groups but deny it?
A. I’m not sure.⁶⁵

4. Patterson Monitored and Confronted Benco on Suspicion of Cheating on the Agreement.

In June 2013, Patterson’s Guggenheim confronted Benco’s Cohen when Patterson suspected Benco of working with a buying group. Guggenheim replied to Cohen’s four-month old February 2013 email in which Cohen had communicated Benco’s no-buying group policy, and asked:

Reflecting back on our conversation earlier this year, could you shed some light on your business agreement with Atlantic Dental Care? . . . I’m wondering if your position on buying groups is still as you articulated back in February? Let me know your thoughts. . . Sometimes these things grow legs without our awareness.⁶⁶

This is direct evidence of Guggenheim contacting his competitor to inquire about the competitor’s discounts to a buying group. Patterson would have this Court find that this was an innocent—though inexplicable—act on the part of Guggenheim. But Guggenheim testified at

⁶³ Misiak Tr. 1369:10-12.

⁶⁴ Misiak Tr. 1370:4-7.

⁶⁵ Misiak Tr. 1372:9-11.

⁶⁶ Guggenheim Tr. 1627:16-1628:19; 1695:18-1696:10; *see also* CX0095 at -001; CX3301 at -002).

trial that he viewed Benco's business arrangement with this buying group as a deviation from Cohen's prior assurance of Benco's no-buying group policy.⁶⁷ Patterson provides no explanation for a company to feel aggrieved by a competitor's deviation from that competitor's internal policies, let alone for the two firms to communicate about that deviation. Rather, the explanation consistent with the evidence is that Guggenheim was contacting Benco to find out if, and why, Benco's conduct deviated from its prior assurances. This is not the act of fierce competitors, but of conspirators.

Cohen replied to Guggenheim two days later with a lengthy and detailed explanation of the basis for Benco's bid for this customer. Cohen explained that the entity "meets our criteria for large group practice," not a buying group, and reassured Guggenheim, "As we've discussed, we don't recognize buying Groups."⁶⁸ Cohen's email to Guggenheim describes the criteria that exempted this group from a buying group. Guggenheim responded on June 10, 2013, confirming that he understood Cohen's position that this group was not a buying group,⁶⁹ and that he "[j]ust wanted to clarify where you guys stand."⁷⁰ Guggenheim testified he was satisfied with Cohen's response.⁷¹ Following receipt of Cohen's explanation, Guggenheim told Patterson's branch manager to aggressively compete for the business of this particular entity, something that he

⁶⁷ Guggenheim Tr. 1628:9-13.

⁶⁸ CX3412 at -001.

⁶⁹ Guggenheim Tr. 1633:15-16, 1636:12-17; *see also* CX0096 at -001 (Guggenheim confirming to a sales manager that Cohen has made "an exception" because the group was a corporate dental practice, not a buying group).

⁷⁰ CX3301 at -001; CX0097 at -001-002.

⁷¹ Guggenheim Tr. 1633:24-1634:1; CX0096 at -001 (Guggenheim informed his branch manager of Cohen's email, explaining "I guess that does create a different situation as they would logically buy as one entity. It's a little grey but I guess he has a point."); *Beaver*, 515 F.3d at 738-739 (finding existence of agreement based in part on evidence of co-conspirators confronting each other when they believed someone was cheating); *see also Giordano*, 261 F.3d at 1139-40 (same).

would not have done absent the explanation from Benco's Cohen.⁷² Guggenheim also forwarded Cohen's email exchange to his boss, CEO of Patterson Companies, Scott Anderson,⁷³ as well as to Neal McFadden, a Patterson executive in charge of its Special Markets division.⁷⁴

5. Patterson Followed Through on Its Assurance and Pursued an Anti-Buying Group Strategy.

Contrary to Patterson's claim that no "concerted action" was taken pursuant to an agreement,⁷⁵ Patterson did take subsequent action relating to buying groups. Just two months after Guggenheim and Cohen's June 2013 communications, Patterson's Rogan (VP of Marketing) wrote to another executive: "We don't need GPO's [sic] in the dental business. Schein, Benco, and Patterson have always said no. I believe it is our duty to uphold this and protect this great industry."⁷⁶ The following month, September 2013, Patterson executives sent a memorandum to all of its regions and branches in the country, stating that Patterson's newly created Special Markets division (which received multiple requests from buying groups)⁷⁷ would refuse to do business with buying groups.⁷⁸ Not only did Special Markets refuse to do business with buying groups, but Patterson's entire sales management team "said no at every turn," despite the fact that "the GPO noise [had] been pretty loud from the field."⁷⁹

After the February and June 2013 inter-firm communications, Patterson executives repeatedly instructed its sales representatives to "stay out" of buying groups.⁸⁰ According to

⁷² Guggenheim Tr. 1634:2-15.

⁷³ CX0097 at -001.

⁷⁴ CX0098 at -001.

⁷⁵ Motion at 9-10.

⁷⁶ CX0106 at -001.

⁷⁷ CX0158; McFadden Tr. 2697:21-2698:10; 2700:14-2702:21; 2705:1-10 (Patterson's Special Markets division started getting "a lot of emails" from buying groups).

⁷⁸ CX3075 at -002.

⁷⁹ CX3116 at -001 ("We have said no at every turn"); Misiak Tr. 1386:14-1387:22.

⁸⁰ CX0093 at -001 (Feb. 27, 2013, instructing sales representative to "stay out" of buying group); Misiak Tr. 1368:12-19; *see also* CX0106 at -001 (Aug. 2013, "We don't need GPO's in the

Misiak (VP of Sales), Patterson had a “strategy” of not doing business with buying groups,⁸¹ and he instructed Patterson employees to reject buying groups pursuant to that strategy.⁸² The evidence shows that Patterson’s salesforce understood the “clear” message that Patterson “steer[ed] clear of all buying groups.”⁸³ At trial, Guggenheim testified that while he was president of Patterson, he does not recall ever saying yes to a buying group or ever instructing anyone within Patterson to say yes to a buying group.⁸⁴

A plethora of evidence demonstrates that guidance to its sales representatives from Patterson’s high-level management was consistent and clear:

Misiak: “You may have to help [Patterson branch manager] at the meeting communicate our position verbally to the reps. . . . When I get these calls directly I politely say that I appreciate the opportunity, but currently we do [not] participate with group purchasing organizations.”⁸⁵

dental business”); CX3116 at -001 (Sept. 2013 email from Dave Misiak, “We have said no [to buying groups] at every turn My guidance has been to politely say no and whether [sic] the storm.”); Misiak Tr. 1386:24-1387:22; 1388:7-1389:1 (Misiak was speaking for management team and providing guidance to Patterson’s regions and branches to say no to GPOs); CX3010 at -001 (Dec. 2013, “[A]s of now we are not working with GPO’s.”); CX3016 at -001 (Apr. 2014, Neal McFadden instructing branch manager, “I am sure we should pass on these [GPOs].”); CX3168 at -001 (Nov. 2013 email from Tim Rogan to Patterson’s manager of marketing communications, “We don’t do business with buying groups.”); Rogan Tr. 3527:6-22.

⁸¹ CX8038 (Misiak Dep. Tr.) at 105:11-106:15.

⁸² CX3116 at -001 (“We have said no [to buying groups] at every turn”); Misiak Tr. 1388:9-19; 1388:24-1389:1; CX0093 at -001; Misiak Tr. 1350:19-24 (“currently we do not participate with group purchasing organizations.”).

⁸³ *See, e.g.*, CX3342 at -001 (“I wanted to make sure that GPO’s are not something we as a company are choosing to partner with at this point. I know Dave [Misiak] has been clear about this in the past and I wanted to verify that this still is the case.”); CX3128 at -001 (Oct. 2014, McFadden to branch manager: “As a rule we are trying our best to steer clear of all buying groups.”).

⁸⁴ Guggenheim Tr. 1654:18-24.

⁸⁵ CX0093 at -001; *see also* CX0092 at -001 (“I’ve coached Anthony on how to stay out of this [co-op RFP process] with grace.”).

Misiak: “My guidance has been to politely say no [to buying groups] and w[ea]ther the storm with these.”⁸⁶

Rogan: “We don’t sell to buying groups. Let’s talk live.”⁸⁷

McFadden: “As a rule we are trying our best to steer clear of all buying groups.”⁸⁸

McFadden: “For now – I am electing to not participate with [buying groups] – we have said no to several already”⁸⁹

McFadden: “[D]oes he own all these offices—if not then he is a GPO—we don’t deal with GPOs.”⁹⁰

As a result, the evidence shows that Patterson consistently refused to deal with buying groups.⁹¹

In fact, Patterson’s refusal to do business with buying groups was so clear that it led McFadden to state to a former colleague who was working for a buying group: “[W]e’ve signed an agreement that we won’t work with GPO’s.”⁹²

While Patterson claims that it did business with two buying groups during the conspiracy period—Orthosynetics and Jackson Health⁹³—evidence adduced at trial shows that neither of these organizations is a buying group. Orthosynetics is a management service organization for orthodontists.⁹⁴ Jackson Health is a large academic medical system in Miami-Dade County.⁹⁵

⁸⁶ CX3074 at -001; *see also* CX3115 at -001 (“Different guy, same answer NO. We do not recognize these groups nor do we want to do business with them.”).

⁸⁷ CX3168 at -001.

⁸⁸ CX3128 at -001.

⁸⁹ CX3004 at -001.

⁹⁰ CX3045 at -001.

⁹¹ *See, e.g.*, CX3086 at -001 (“We have explored this opportunity [with Kois] . . . and decided to pass at this time due to the implications to our margins and therefore our Sales Reps.”); CX3031 at -001 (“Patterson Dental has made the decision not to respond to the [GDA] RFP at this time.”); CX8013 (Fruehauf Dep. Tr.) at 171:6-12 (Patterson did not bid on GDA RFP), 58:5-9 (does not recall bidding for buying group while head of mid-Atlantic region); 155:12-16.

⁹² CX0164 at -002 .

⁹³ Motion at 1.

⁹⁴ RX0333 at -001 (“Ortho Synetics pays all the bills of their offices. They’re not a buying club per se.”); McFadden Tr. 2728:19-2729:10 (describing Orthosynetics as a “quasi buying group” but noting that it was unique because they paid the bills for their members); McFadden Tr.

But even if Orthosynetics and Jackson Health were buying groups that Patterson bid on during the conspiracy period, deviation (i.e., cheating) from an agreement does not immunize the anticompetitive conspiracy.⁹⁶ Here, not only did the conspirators check on potential cheating, they even explained to each other why a particular bid was not cheating.

6. Voluminous Trial Records, In Fact, Contain Substantial Additional Evidence Confirming The Existence of a Conspiracy.

As post-trial briefing will demonstrate, the evidence described above is merely a portion of the overwhelming evidence establishing the Respondents' conspiracy. For example, the trial record shows:

- When Benco discovered that another distributor—Burkhart Dental—refused to agree to stop selling to buying groups, Benco's Patrick Ryan wrote to Chuck Cohen in September 2013: "Chuck—maybe what you should do is make sure you tell Tim [Sullivan of Schein] and Paul [Guggenheim of Patterson] to hold their positions as we are."⁹⁷ Ryan testified at trial that he was referring to Sullivan and Guggenheim staying the course on their positions on buying groups.⁹⁸ This email makes no sense in the absence of a prior understanding between Benco, Patterson, and Schein that none of them would do business with buying groups.
- Benco's executive Ryan wrote to Cohen in May 2015: "The best part about calling these [buying groups] is I already KNOW that Patterson and Schein have said NO."⁹⁹

2846:22-2847:16 (further describing Orthosynetics as a "nonequity DSO" with a centralized purchasing function); RX0342 at -001 (McFadden saying that Orthosynetics is "not like a buying group.").

⁹⁵ Rogan Tr. 3534:1-8; *see also* Jackson Health System Website, <http://www.jacksonhealth.org/about.asp> (last visited Sept. 23, 2018).

⁹⁶ *Foley*, 598 F.2d at 1332-34 (describing various defendants as not having perfectly complied with the agreement, noting one did not comply thirty percent of the time, and stating, "the partial non-performance of [defendant] does not preclude a finding that it joined the conspiracy."); *Beaver*, 515 F.3d at 738-39 ("[Section] 1 of the Sherman Antitrust Act does not outlaw only perfect conspiracies to restrain trade. It is not uncommon for members of a price-fixing conspiracy to cheat on one another occasionally, and evidence of cheating certainly does not, by itself, prevent the government from proving a conspiracy.").

⁹⁷ CX0023 at -001.

⁹⁸ Ryan Tr. 1115:10-13.

⁹⁹ CX0012 at -001. Patterson argues that Benco sent this email one month after the alleged agreement ended, and therefore it does not support the finding of an agreement. Motion at 14.

- Benco’s Ryan instructed a sales representative to reject a buying group in July 2015, noting: “We don’t allow [volume discount] pricing unless there is common ownership. Neither Schein nor Patterson do either.”¹⁰⁰
- A Schein executive, Randy Foley, stated in a March 5, 2014 email: “The good thing here is that PDCO [i.e., Patterson], Benco and us are on the same page regarding these buying groups/consortiums.”¹⁰¹
- In April 2014, Benco’s Cohen emailed Patterson’s Guggenheim and Schein’s Sullivan with an article about a buying group created by the Texas Dental Association (“TDA”).¹⁰² A few days later, Guggenheim created a calendar entry to remind himself to call Cohen about the buying group article.¹⁰³ At trial, Guggenheim testified that he was not aware of any business reason for him to call Cohen about the article.¹⁰⁴
- After TDA created a buying group, all three Respondents withdrew from the TDA’s annual meeting.¹⁰⁵ In January 2014, Patterson’s Misiak and Schein VP & General Manager Dave Steck had a 14-minute phone call during which they discussed attendance at the TDA annual meeting.¹⁰⁶ Two weeks later, Schein’s Steck emailed Misiak saying, “I’ll be calling you to let you know about our decision on the matter we recently discussed in the next couple of days,” referring to a decision on whether to pull out of the TDA annual meeting.¹⁰⁷

But Complaint Counsel does not allege the agreement was nullified on a specific date. Rather, Complaint Counsel alleges that the conspiracy started to fall apart in 2015, after Benco entered into a settlement agreement with the Texas Attorney General in April 2015 requiring Benco’s Cohen to produce all communications with competitors, including Guggenheim and Sullivan. Complaint Counsel’s Pre-Trial Brief, October 2, 2018, at 12, n.66 (“CC Pre-Trial Brief”). The unlawful agreement between Respondents was difficult to maintain much longer after Benco settled with the Texas Attorney General. *See* Tr. 19:6-19; 54:2-21.

¹⁰⁰ CX0011 at -003.

¹⁰¹ CX2106 at -001.

¹⁰² CX1062 at -001.

¹⁰³ CX0101 at -001.

¹⁰⁴ Guggenheim Tr. 1684:2-5.

¹⁰⁵ Sullivan Tr. 4009:5-7; Guggenheim Tr. 1681:10-13; Cohen Tr. 576:14-19

¹⁰⁶ CX6027 (Communications Summary Exhibit); Misiak, Tr. 1410:14-25. Patterson argues Complaint Counsel did not introduce any evidence suggesting Patterson communicated with Schein about buying groups. Motion at 1. But this misses the point. There is no requirement that each conspirator must communicate with each and every other conspirator. Moreover, Patterson and Schein executives discussed attendance at the TDA show in response to TDA’s buying group.

¹⁰⁷ CX0112 at -001.

B. Patterson Asserts No Credible Defense to Complaint Counsel's Evidence.

Patterson argues that it is merely coincidence and nothing more than circumstantial that its President exchanged assurances with a top competitor, it engaged in conduct consistent with those assurances, it confronted a competitor about perceived deviations from those assurances, and its own emails acknowledged a common course of action. Patterson argues Complaint Counsel has not made out a case simply because Patterson executives asserted at trial that there was no agreement. But whether an unlawful antitrust agreement exists is a legal conclusion for the Court to decide based on the totality of the evidence and an assessment of credibility of the witnesses after the conclusion of trial and post-trial briefing. The finding of an agreement is not precluded by an alleged co-conspirator's testimony that there was no conspiracy. Indeed, factfinders can, and often do, conclude that defendants entered into an unlawful conspiracy even though witnesses testified to the absence of an agreement.¹⁰⁸ Because an "agreement" under the antitrust laws is a term of art and need not be formal or express, a defendant or respondent that believes it did not enter into an agreement may nonetheless have engaged in illegal conduct.¹⁰⁹

¹⁰⁸ See, e.g., *United States v. Capitol Service, Inc.*, 568 F.Supp. 134, 144-45 (E.D. Wis. 1983), *aff'd*, 756 F.2d 502 (7th Cir. 1985) (finding, in a civil bench trial, the existence of a no bidding agreement even though defendants testified no such agreement existed because "[i]t was not necessary . . . that the Government prove an express agreement. 'It is enough that a concert of action is contemplated and that the defendants conformed to the arrangement.'") (internal citation omitted); *Vitagraph, Inc. v. Perelman*, 95 F.2d 142, 146 (3d Cir. 1936) (upholding the district court's conspiracy finding even though defendants' executive and manager witnesses testified that "there was no conspiracy or concerted action between the defendants."); *United States v. Beachner Const. Co.*, 555 F. Supp. 1273, 1278-79 (D. Kan. 1983), *aff'd*, 729 F.2d 1278 (10th Cir. 1984) ("[A]lthough witnesses denied any overall agreement or understanding or participation in a single conspiracy, there can be no doubt that bid rigging was a way of life in the industry in Kansas.").

¹⁰⁹ *Capitol Service*, 568 F.Supp 134 at 144-45; see also *Wilder Enterprises, Inc. v. Allied Artists Pictures Corp.*, 632 F.2d 1135, 1141-42 (4th Cir. 1980) ("[Defendant]'s lack of knowledge about any agreement to violate the Act does not preclude submission of the issue to the jury . . . [r]arely can a formal agreement among alleged conspirators be established, and proof of its existence is not essential.").

Patterson also attempts to sidestep Complaint Counsel’s evidence by touting “enough evidence to ‘fill the Mariana Trench’” that it competed against Schein and Benco for independent dentists and corporate customers—customer segments *outside* the scope of the conspiracy.¹¹⁰ In fact, if one were to search for Patterson’s evidence of competition against Schein and Benco for buying groups—the target of the alleged conspiracy in this case—Patterson’s evidence would not even fill a one-inch divot. Not a single one of Patterson’s price class change forms, which it claims are evidence of competition between Respondents, had anything to do with discounting to a buying group. Patterson’s executives admitted as much on the stand.¹¹¹ At trial, conspicuously missing from these witnesses’ testimony were statements that they competed against Schein or Benco for buying groups during the conspiracy period.

IV. PLUS-FACTOR EVIDENCE FURTHER CONFIRMS THAT PATTERSON PARTICIPATED IN RESPONDENTS’ ILLEGAL AGREEMENT.

Patterson asks the Court to summarily dismiss all of this evidence and instead only analyze whether Complaint Counsel has put on sufficient evidence of parallel conduct and plus factors.¹¹² Plus factors are only required when plaintiffs rely solely on parallel conduct, or

¹¹⁰ Patterson’s argument is irrelevant because a plaintiff alleging price-fixing under Section 1 of the Sherman Act is not required to show that all types of competition are eliminated in order to find an antitrust violation. *See, e.g., In re Yarn Processing Patent Validity Litig.*, 541 F.2d 1127, 1137 (5th Cir. 1976) (“There is no requirement under §1 of the Sherman Act that all avenues of competition be eliminated, or that the price fixing effectuate its purpose.”(internal citations omitted)); *Plymouth Dealers’ Ass’n of No. Cal. v. United States*, 279 F.2d 128, 132 (9th Cir. 1960) (“The fact that there existed competition of other kinds between the various Plymouth dealers, or that they cut prices in bidding against each other, is irrelevant.”).

¹¹¹ Misiak Tr. 1512:8-20 (“Q: Is there anything on this document that indicates that this had anything to do with a buying group? A: No.”); 1512:21-1516:14; McFadden Tr. 2845:10-19 (“Q: Did any of those price change forms relate to buying groups? A: No.”); Rogan Tr. 3669:8-18 (“Q: And none of those price class change request forms that your counsel showed you had anything to do with buying groups, right? A: No, I don’t believe so.”).

¹¹² Motion at 5-6, 12-19.

conscious parallelism, to prove an agreement.¹¹³ Complaint Counsel’s allegations in this case are based on clear and unambiguous evidence of inter-firm communications amongst Respondents followed by action consistent with those communications, *not* purely on parallel conduct.¹¹⁴ While not needed here, substantial plus-factor evidence nevertheless corroborates Patterson’s involvement in the illegal agreement.

Unexplained Communications with Competitors. Patterson’s brief ignores that unexplained communications among horizontal competitors is a plus factor that strongly points

¹¹³ See, e.g., *Petruzzi’s IGA Supermks. v. Darling-Del. Co.*, 998 F.2d 1224, 1232 (3d Cir. 1993) (“[I]n a conscious parallelism case, a plaintiff also must demonstrate the existence of certain ‘plus’ factors. . . .”); *Fleischman v. Albany Med. Ctr.*, 728 F. Supp. 2d 130, 158 (N.D.N.Y. 2010) (finding that plaintiffs need not prove parallel pricing in order to prevail on per se claim based on circumstantial evidence); *In re Ins. Brokerage Antitrust Litig.*, 618 F.3d 300, 323–24 (3d Cir. 2010) (“It bears noting that, consistent with summary judgment analysis, plus factors need be pled only when a plaintiff’s claims of conspiracy rest on parallel conduct.”).

¹¹⁴ Complaint Counsel has shown through witness testimony and countless contemporaneous documents that all three Respondents instructed their sales teams to refuse to do business with buying groups. See, e.g., CX0093 at -001 (Feb. 27, 2013, Misiak telling sales representative to “stay out” of buying groups); see also CX0106 at -001 (Aug. 2013, “We don’t need GPO’s in the dental business”); CX3010 at -001 (Dec. 2013, “[A]s of now we are not working with GPO’s.”); CX3016 at -001 (Apr. 2014, Neal McFadden instructing branch manager, “I am sure we should pass on these [GPO’s].”). CX3128 at -001 (Oct. 2014, McFadden to branch manager: “As a rule we are trying our best to steer clear of all buying groups.”); CX3116 at -001 and Misiak Tr. 1388:16-19 (Misiak provided guidance to branches and regions to say no to buying groups.); Ryan Tr. 1042:20-1043:11 (Mar. 2011, Patrick Ryan, responding to regional manager’s inquiry about a “great opportunity” with a buying group, that Benco does not “participate in buying groups. Ever.”); CX0170 at -001, CX0169 at -001, CX2351 at -001, CX0174 at -001. Patterson misconstrues Complaint Counsel’s evidence, incorrectly claiming that Complaint Counsel has only shown three examples of parallel conduct. Motion at 16. In fact, the overwhelming evidence shows that during the conspiracy period, executives from all three Respondents repeatedly told their sales teams to steer clear of buying groups. See, e.g., CC Pre-Trial Brief at 18-20 and 23-25. Moreover, Patterson is wrong that conduct must be simultaneous or identical to qualify as parallel conduct. See *SD3, LLC v. Black & Decker (U.S.) Inc.*, 801 F.3d 412, 428–29 (4th Cir. 2015) (rejecting defendants’ argument that alleged parallel conduct must be “simultaneous” or “identical” or that, for conspiracy to be plausible, defendants must move in “lockstep”). That Respondents used different words to reject buying groups, or rejected buying groups on different dates is of no consequence.

towards a conspiratorial agreement.¹¹⁵ The record of communications between Patterson and its horizontal competitors regarding buying groups supports Complaint Counsel’s allegations that Respondents agreed not to discount to or bid on buying groups. While Patterson attributes parallel activity to innocent independent conduct, courts have emphasized that “if solid economic reasons existed for [the parallel conduct], there was no reason for communicating with a competitor about the refusal.”¹¹⁶ Patterson’s inter-firm communications are more consistent with a *per se* illegal agreement than with independent action.

Motive to Conspire. Ample evidence illustrates that Respondents viewed buying groups as a threat that could drive down margins for the industry,¹¹⁷ but also presented each distributor with a means of gaining new sales.¹¹⁸ Indeed, Patterson admits in its brief that it was concerned that it would “miss out on potential business opportunities” with buying groups.¹¹⁹ Thus, any individual distributor that rejected buying groups risked losing business to competitors that discounted to buying groups, but Respondents would all benefit from a collective refusal to work

¹¹⁵ *Gainesville Utils. Dep’t v. Florida Power & Light Co.*, 573 F.2d 292, 300-01 (5th Cir. 1978) (finding that numerous communications between rival firms’ high-level executives, including notifications to each other about refusals to serve customers in the other’s territory, point strongly to existence of conspiracy).

¹¹⁶ *Gainsville*, 573 F.2d at 301.

¹¹⁷ *See, e.g.*, CX1149 at -002 (“GPOs are what runioned [sic] the medical supply business and why they work on single digit margins. If this door is ever opened in dental, its [sic] all over for all of us. . . . [P]icture a day when every single customer of yours is in some kind of buying club and all margins are now 12% over cost and it’s a race to the bottom”); CX3283 at -010 (identifying “emergence of GPOs and our competitors willingness to negotiate with these groups” as a threat); CX3286 at -026 (SWOT analysis lists buying groups as a threat); CX 1156 at -001; CX0165 at -001; CX2113 at -001; Misiak Tr. 1340:9-18 (consequences of offering prices to buying groups serving Patterson customers was potentially lower profits for Patterson).

¹¹⁸ { [REDACTED] }.

¹¹⁹ Motion at 30.

with buying groups.¹²⁰ Patterson’s motive to act collectively against the rise of buying groups explains its part in the illegal agreement.¹²¹

Actions Against Economic Self-Interest. Patterson’s blanket refusal to contract with buying groups was against its unilateral self-interest. “Ordinarily, [actions against economic self-interest] will consistently tend to exclude the likelihood of independent conduct.”¹²² Buying groups offered Patterson the opportunity to secure multiple customers and garner higher market share with one efficient contract.¹²³ Indeed, after the conspiracy ended, Patterson changed its strategy to pursue these same buying groups.¹²⁴ Yet, during the conspiracy period, testimony and documentary evidence,¹²⁵ as well as Professor Robert Marshall’s expert testimony,¹²⁶ confirm that Patterson lost sales because it instructed its employees to refuse buying groups. It was also against Patterson’s self-interest, as well as Benco’s self-interest, to discuss each other’s buying group strategy with one of its biggest competitors.¹²⁷

¹²⁰ { [REDACTED] }.

¹²¹ *Toys “R” Us v. FTC*, 221 F.3d 928, 936 (7th Cir. 2000) (finding motive to conspire instructive in finding an agreement in a boycott among toy manufacturers who were unwilling to forego profitable sales channels unless assured that competition would do the same); *see also Interstate Circuit, Inc. v. United States*, 306 U.S. 208, 222 (1939) (noting a “strong motive for concerted action” where film distributor defendants sought to increase ticket prices for first- and second-run theaters, but needed agreement by all distributors because they were otherwise actively competing with one another).

¹²² *Re/Max Int’l v. Realty One*, 173 F.3d 995, 1009 (6th Cir. 1999).

¹²³ *See, e.g.*, CX0321 (Kois, Jr. IH Tr.) 139:20-23 (Kois brought new customers to Burkhardt); CX0149 at -001 (Smile Source has “seen a 93% conversion to [its] vendors and ha[s] been able to prove that [it] can shift share.”).

¹²⁴ CX3362 at -001 (November 2015 email from Tim Rogan proposing going after GPOs and buying groups as part of Patterson corporate strategy); Rogan Tr. 3447:14-16; Rogan Tr. 3540:2-8; 3540:12-15 (Patterson made a proposal to Smile Source, a buying group, in 2017); CX8028 (Patterson Pricing Director Joseph Lepley Dep. Tr.) at 37:3-20 (in addition to Smile Source, Patterson has been in conversations with “five or so” buying groups since late 2017).

¹²⁵ *See e.g.*, CC Pre-Trial Brief at 52, fn 294.

¹²⁶ { [REDACTED] }; CX7100 (Marshall Report) ¶ 364.

¹²⁷ *See In re Coordinated Pretrial Proceedings in Petrol. Prods. Antitrust Litig.*, 906 F.2d 432, 450 (9th Cir. 1990) (disclosure of “sensitive price information might be considered contrary to a

Changes of Conduct. Patterson’s change in conduct is further evidence of its part in Respondents’ illegal agreement.¹²⁸ For example, in early 2013, the founder of the NMDC buying group believed a partnership with Patterson was imminent.¹²⁹ After Cohen emailed Guggenheim about NMDC,¹³⁰ Patterson changed course and informed NMDC that Patterson would not be partnering with the buying group after all.¹³¹ Indeed, after the February 2013 exchange, Patterson regularly rejected potential buying group customers.¹³² When placed into context with the unexplained competitor communications, Patterson’s changes in conduct are probative of agreement rather than independent conduct.

Evidence in this case satisfies each of the plus factor categories discussed above.¹³³

firm’s self-interest,” and support a finding of “common understanding” among firms sharing this information); *In re Currency Conversion Fee Antitrust Litig.*, No. 05 CIV. 7116 WHP, 2012 WL 401113, at *6 (S.D.N.Y. Feb. 8, 2012) (providing competitors with sensitive business information is against unilateral interests); *In re High Pressure Laminates Antitrust Litig.*, No. 00 MDL 1368 (CLB), 2006 WL 1317023, at *2 (S.D.N.Y. May 15, 2006) (sharing confidential information with competitors was against individual economic self-interest and probative of conspiracy). In providing explanations for why it did not work with Kois, Motion at 28-29, Patterson ignores that antitrust defendants are not absolved from liability “merely by showing that there is a plausible explanation for their conduct.” *In re Domestic Drywall Antitrust Litig.*, 163 F. Supp. 3d 175, 251 (E.D. Pa. 2016). Even if Patterson’s assertion that it acted in its own economic interest were true, Motion at 28-29, that does not negate the illegal agreement at issue. *United States v. Apple Inc.*, 791 F.3d 290, 317-18 (2d Cir. 2015) (“[T]he fact that [defendant’s] conduct was in its own economic interest in no way undermines the inference that it entered an agreement to raise . . . prices.”).

¹²⁸ See *Toys “R” Us, Inc.* 221 F.3d at 932-935 (affirming finding of agreement given manufacturers’ change in conduct); *Domestic Drywall*, 163 F. Supp. 3d at 255-56 (within weeks of each other, drywall manufacturers all changed policy and refused to issue “job quotes” that had been in use since the 1980s).

¹²⁹ Mason Tr. 2352:5-11; 2354:10-13.

¹³⁰ CX0056 at -001.

¹³¹ Mason Tr. 2354:20-2355:10.

¹³² See *supra* Sections II.A.2, II.A.3, II.A.5.

¹³³ Patterson raises the doctrine of judicial estoppel as a red herring to distract from the real issues at hand, arguing Complaint Counsel has taken inconsistent positions in this case. Motion at 25. But Patterson fails to identify any inconsistent statement by Complaint Counsel. The two statements identified by Patterson are in perfect harmony and consistent with one another: (1) The conspiracy began falling apart in April 2015, and could not be maintained for much longer past Benco’s settlement with the Texas Attorney General (CC Pre-Trial Brief at 12, n.66; Tr.

V. INJUNCTIVE RELIEF IS PROPER.

Finally, Patterson claims this case should also be dismissed because the anticompetitive conduct ceased years ago.¹³⁴ This argument is inconsistent with clear legal authority holding that termination of alleged infringing conduct does not warrant dismissal for mootness.¹³⁵ It is not a defense to liability.¹³⁶ Patterson does not identify a single Section 5 decision that supports its position that an injunction here is improper. Indeed, even the case cited by Patterson — *TRW, Inc. v. F.T.C.* — holds that voluntary cessation of illegal conduct does not render a case moot.¹³⁷

Rather than rely on appropriate Section 5 cases, Patterson relies exclusively on Clayton Act Section 8 (interlocking directorate) cases, which are distinguishable from FTC Act Section 5 cases. Section 8 of the Clayton Act has highly technical thresholds and requirements that apply only to interlocking directorate situations, unlike Section 5. Moreover, Section 8 of the Clayton Act provides a one-year grace period allowing a director to resign from the position creating the interlock and effectively “curing” the violation.¹³⁸ Section 5 allows no such self-cures.

In Section 5 cases like this one, the Commission has broad discretion to fashion orders not only to stop unlawful conduct but also to require affirmative disclosures or other corrective actions. This is the heart of the agency’s congressional mandate and one repeatedly recognized

54:19-21) and (2) Patterson began pursuing buying groups in 2016, after the conspiracy fell apart (Complaint Counsel Motion for Summary Decision Opposition at 12).

¹³⁴ Motion at 31-32.

¹³⁵ See *FTC v. Goodyear Tire & Rubber Co.*, 304 U.S. 257, 260 (1938) (“Discontinuance of the practice which the Commission found to constitute a violation of the Act did not render the controversy moot.”) (internal citations omitted).

¹³⁶ See *In the Matter of Sears, Roebuck & Co.*, 95 F.T.C. 406, 520 (1980) (“Courts have recognized that discontinuance of an offending practice is neither a defense to liability, nor grounds for omission of an order.”) (internal citations omitted).

¹³⁷ *TRW, Inc. v. FTC*, 647 F.2d 942, 953 (9th Cir. 1981).

¹³⁸ 15 U.S.C. §19(b).

by the Supreme Court.¹³⁹ Contrary to Patterson’s unsupported suggestion, it is well established that the Commission’s discretion to fashion injunctive relief is in no way limited by voluntary cessation.¹⁴⁰

Accepting Patterson’s argument would effectively render meaningless the Commission’s authority to obtain injunctive relief and allow conspirators to bestow immunity on themselves by stopping their misconduct when caught.¹⁴¹ Patterson’s arguments are unfounded, and Complaint Counsel’s requested relief is appropriate and supported under applicable law.

VI. CONCLUSION

For the foregoing reasons, the Court should deny Patterson’s Motion.

Dated: February 6, 2019

Respectfully submitted,

/s/ Lin W. Kahn

Lin W. Kahn
Jessica Moy

Federal Trade Commission
Western Region – San Francisco
901 Market Street, Suite 570
San Francisco, CA 94103
415-848-5115

¹³⁹ See, e.g., *Jacob Siegel Co. v. FTC*, 327 U.S. 608, 612-13 (1946) (“The Commission is the expert body to determine what remedy is necessary to eliminate the unfair or deceptive trade practices which have been disclosed. It has wide latitude for judgment and the courts will not interfere except where the remedy selected has no reasonable relation to the unlawful practices found to exist.”); *FTC v. Ruberoid, Co.*, 343 U.S. 470, 473 (1952); *FTC v. Natl. Lead Co.*, 352 U.S. 419 (1957).

¹⁴⁰ See *ITT Cont’l Baking Co. v. FTC*, 532 F.2d 207, 222 n.22 (2d Cir. 1976) (It is “the general rule that voluntary cessation of an illegal practice is no bar to a Commission cease and desist order.”).

¹⁴¹ *In the Matter of Richard S. Marcus Trading As Stanton Blanket Co.*, 66 F.T.C. 1290, 1964 WL 73139, at *10 (1964) *rev’d on other grounds*, 354 F.2d 85 (2d Cir. 1965) (“In any case of the discontinuance of a practice, the Commission is vested with broad discretion in the determination of whether the practice has been surely stopped and whether an order to cease and desist is proper.”) (internal citations omitted); see also *Hershey Chocolate Corp., v. FTC*, 121 F.2d 968, 971-72 (3d Cir. 1941).

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Counsel Supporting the Complaint

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

In the Matter of

BENCO DENTAL SUPPLY CO.,
a corporation,

HENRY SCHEIN, INC.,
a corporation, and

PATTERSON COMPANIES, INC.,
a corporation,

Respondents.

Docket No. 9379

**[PROPOSED] ORDER DENYING PATTERSON'S MOTION TO DISMISS THE CASE
AGAINST PATTERSON IN ITS ENTIRETY**

Having considered Respondent Patterson's Motion to Dismiss The Case Against Patterson In Its Entirety ("Motion"), Complaint Counsel's Opposition thereto, and all supporting and opposing materials, and the applicable law,

IT IS HEREBY ORDERED that the Motion is **DENIED** in its entirety.

ORDERED:

Dated: _____

D. Michael Chappell,
Chief Administrative Law Judge

CERTIFICATE OF SERVICE

I hereby certify that on February 12, 2019, I filed the foregoing document electronically using the FTC's E-Filing System, which will send notification of such filing to:

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

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

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Counsel For Respondent Patterson Companies, Inc.

February 12, 2019

By: /s/ Lin W. Kahn
Attorney

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.

February 12, 2019

By: /s/ Lin W. Kahn
Attorney



**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,**

Respondents.

Docket No. 9379

**COMPLAINT COUNSEL'S MEMORANDUM OF LAW IN OPPOSITION TO
RESPONDENT PATTERSON'S MOTION TO DISMISS THE CASE AGAINST
PATTERSON IN ITS ENTIRETY**

EXHIBITS

CX0011

From: Scott Jack
Sent: Monday, July 13, 2015 9:33 PM
To: Pat Ryan
Subject: RE: Large Group

That's nothing ...guess it all comes down to if the insurance reimbursement is worth it then.

Thank you,

Scott Jack
 C: 703-401-2810
 F: 703-327-6917
 E: sjack@benco.com



From: Pat Ryan
Sent: Monday, July 13, 2015 5:27 PM
To: Scott Jack
Subject: Re: Large Group

5% maybe

Sent from my iPhone

On Jul 13, 2015, at 4:57 PM, Scott Jack <sjack@benco.com> wrote:

Great I'll see how they are planning to set it up. Honestly I'd rather not do it but don't want to lose that much business.

What's the estimated savings over Partnersharing?

Thank you,

Scott Jack
 C: 703-401-2810
 F: 703-327-6917
 E: sjack@benco.com



From: Pat Ryan
Sent: Monday, July 13, 2015 4:55 PM

To: Scott Jack
Subject: Re: Large Group

Depends on how it's structured. We have one in Blue Ridge where all the practices "sold" themselves to a new corporation. Now all 40 former practice owners own the corporation.

After seeing and vetting their incorporation papers, we decided it met our requirements.

Sent from my iPhone

On Jul 13, 2015, at 4:43 PM, Scott Jack <sjack@benco.com> wrote:

Ok thanks and I know Kois Center went with Burkhardt as they did a buying group.

What if they form a new corporation under one umbrella?

Thank you,

Scott Jack
 C: 703-401-2810
 F: 703-327-6917
 E: sjack@benco.com



From: Pat Ryan
Sent: Monday, July 13, 2015 4:42 PM
To: Scott Jack
Subject: Re: Large Group

I've seen Darby do occasionally.

Sent from my iPhone

On Jul 13, 2015, at 4:41 PM, Scott Jack <sjack@benco.com> wrote:

Burkhardt is the only one that does then?

Thank you,

Scott Jack
 C: 703-401-2810
 F: 703-327-6917
 E: sjack@benco.com



.....
From: Pat Ryan
Sent: Monday, July 13, 2015 4:41 PM
To: Scott Jack
Cc: Richard Varipapa; Chuck Cohen
Subject: Re: Large Group

It wouldn't. We don't allow LG pricing unless there is common ownership.

Neither Schein nor Patterson do either.

Sent from my iPhone

On Jul 13, 2015, at 4:00 PM, Scott Jack <sjack@benco.com> wrote:

Hi Pat,

Hope all is well and you had a good weekend.

I have about 50-75 doctors that are in the process of starting a "buying group" / new corporation where they will negotiate with insurance companies, malpractice companies, retirement plans and of course dental suppliers.

Could you explain to me how the large group practices work and what the pricing difference is compared to Partnersharing? I'd rather not deal with a group like this but also need to keep about \$1M in current business from joining.

Thank you,

Scott Jack
C: 703-401-2810
F: 703-327-6917
E: sjack@benco.com

<image001.jpg>

CX0012

From: Pat Ryan
Sent: Tuesday, May 19, 2015 2:04 PM
To: Chuck Cohen
Subject: Re: ShoreTel voice message from Denver CO, +17202460496 for mailbox 6813

The best part about calling these guys is I already KNOW that Patterson and Schein have said NO.

So I get something like this..... "We really wanted to give you this opportunity first" or "We can really help Benco grow"

It amuses me to a certain point.

Sent from my iPhone

On May 19, 2015, at 9:54 AM, Chuck Cohen <ccoehen@benco.com> wrote:

Funny!

I have 226 dentists also...

cfc

From: Pat Ryan
Sent: Tuesday, May 19, 2015 9:10 AM
To: Chuck Cohen
Subject: Fwd: ShoreTel voice message from Denver CO, +17202460496 for mailbox 6813

"Next up in The Tank"

Sent from my iPhone

Begin forwarded message:

From: Kevin Dillon <KDillon@benco.com>
Date: May 19, 2015 at 8:28:12 AM EDT
To: Pat Ryan <pryan@benco.com>
Subject: FW: ShoreTel voice message from Denver CO, +17202460496 for mailbox 6813

<http://www.dentistryunchained.com/>

17202460496 Dr David Bennett

Can you take this? Dr. has 226 Dentist the want to do a buying group. They are say 15% discount on merch for all DSS that join. They want to use Benco

-----Original Message-----

From: ShoreWare Voice Mail [<mailto:shoretel@benco.com>]

Sent: Monday, May 18, 2015 5:54 PM

To: Kevin Dillon

Subject: ShoreTel voice message from Denver CO, +17202460496 for mailbox 6813

You have received a voice mail message from Denver CO, +17202460496 for mailbox 6813.

Message length is 00:01:35. Message size is 745 KB.

CX0023

From: Patrick Ryan
Sent: Monday, September 16, 2013 1:05 PM
To: Mike McElaney; Chuck Cohen; Paul Jackson
Subject: RE: Burkhart

Maybe we should discuss with Lori as well.

CHUCK---maybe what you should do is make sure you tell Tim and Paul to hold their positions as we are

Patrick Ryan
Director Of Sales, Equipment & Special Markets
Benco Dental Company
295 Centerpoint Blvd
Pittston, PA 18640
570-602-6816

From: Mike McElaney
Sent: Monday, September 16, 2013 8:21 AM
To: Chuck Cohen; Patrick Ryan; Paul Jackson
Subject: Burkhart

I spoke with Jeff Reece at length late Friday about buying groups.

JEFF DOES NOT GET IT!!! I also feel Laurie Paulson is pushing this approach at the NDC.
I will be meeting Jeff at the ADA meeting to continue the discussion.
Sincerely,

Mike McElaney
Vice President of Sales
Benco Dental
295 CenterPoint Blvd.
Pittston, PA 18640

Office: 570-602-6826
Cell: 817-907-4354
mmcelaney@benco.com

CX0055

From: Chuck Cohen
Sent: Friday, February 08, 2013 5:52 PM
To: Don Taylor
Cc: Brian Evans; Patrick Ryan
Subject: Re: New Mexico Dental Cooperative purchasing.

We don't recognize buying groups, happy to discuss if you've got other ideas. I'll reach out to my counterpart at Patterson to let him know what's going on in NM.

Thanks.

cfc

Charles F. Cohen
Benco Dental Company
'We deliver success, smile after smile.'
295 Centerpoint Boulevard
Pittston, PA. 18640
Phone: 570.602.6811
Cell: 570.407.1340
E-mail: ccohen@benco.com
Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

On Feb 7, 2013, at 9:22 AM, "Don Taylor" <dtaylor@benco.com> wrote:

Gents, will you please read the bottom if this e-mail? I'd like to connect for just a couple if minutes to get your feedback and coaching on this. Thank you.

All the Best,

Don Taylor
303 548 9475
datylor@benco.com

Begin forwarded message:

From: Mike Trimble <mtrimble@benco.com>
Date: February 6, 2013, 11:36:03 AM PST
To: Don Taylor <dtaylor@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: Stewart Hanley <shanley@benco.com>
Date: February 6, 2013, 9:59:05 AM PST

To: Mike Trimble <mtrimble@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: "Bergman, Brandon"
<Brandon.Bergman@henryschein.com>
Date: February 6, 2013 9:54:15 AM GMT-08:00
To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com



From: Michael Stanislawski
[<mailto:MStanislawski@midmark.com>]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislowski

Territory Manager

Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislowski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443



From: brenton mason
[mailto:txdelphia@gmail.com]
Sent: Monday, February 04, 2013 1:18 PM
To: John Shernock; clhoss@mmm.com;
Marquita.Mason@dentsply.com;
Adam.Ternan@sybrondental.com;
Marni.StoneWalsh@voco.com;
Todd.Cretors@gcamerica.com;
Windi.Vigil@ivoclarvivadent.com;
Reagan.Wheeler@sybrondental.com;

JWeyenberg@hu-friedy.com;
ruby.howley@us.sunstar.com;
cherie.borer@rockymountainsalesassociates.com;
JZaneis@PREMUSA.com;
Mark.Rohan@us.acteongroup.com;
Bob.Gess@sirona.com; dolsen5065@aol.com;
Mike.Wilson@a-dec.com;
Steven.Griffith@planmecausa.com;
gmorton@dentalez.com; sconnolly@digi-doc.com;
jpdmonuco@aol.com; BrianDillonSales@Q.com;
jamiehsacks@gmail.com;
msherman@meisingerusa.com;
dknoxpsa@gmail.com; lanid@crosstex.com;
rbehbahani@septodonta.com;
Sterling.Parker@sirona.com; wright.mc.1@pg.com;
 jason chapman; Frank Montoya;
lisa.franks@ultradent.com; Charles Goodis;
Jeff.Katt@pattersondental.com;
Scott.Belcheff@pattersondental.com; robert lehm;
 Michael Stanislawski; plowe@axisdental.com;
HJBinfo@bosworth.com;
info@coltenewhaledent.com;
Crosstex@crosstex.com;
gca_sales@gcamerica.com; info@hu-friedy.com;
info@jmoritauusa.com; info@parkell.com;
akegerise@premusa.com;
domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com;
customerservice@youngdental.com; brenton mason
Subject: New Mexico Dental Cooperative purchasing.

To All,

Frank Montoya, Jason Chapman and I are in the process of starting a dental Cooperative. Thus we are working together with our local private practice dental office owners to compete with the national large corporations in the dental field. We as small businesses are well aware of the studies showing the corporate dentistry role over the next 10 years. Furthermore, Walmart has provided us with a case study to evaluate the survival of the independent dental offices. Thus we have partnered with Patterson Dental to provide the individual office the same opportunities as the larger corporations. We as a group of 17 offices currently are expanding on weekly basis; Furthermore, we have doctors in our group from every specialty participating in the co op.

We are inviting all dental manufactures and representative to a our vendors meeting March 13, 2013 at 6:00 pm. The location is Patterson Dental Branch in Albuquerque, NM. During this meeting we will do the following:

- I) explain our philosophies
- II) Have an open forum question and answer, I will take any and all questions and be available however long needed.
- III) Explain our bid seeking for the next 12 months.

April 1st our co op will start to formulate the Preferred Vendor list for dental supplies. Our Preferred Vendor list will be update annually following our annual vendor meeting. We highly encourage our co op members to support the manufactures whom best support our co op. At the present moment we have begun formulating the Preferred Vendor list for all aspect of running a dental office. Upon conclusion of this process we will have a Preferred Vendor List for everything from cotton rolls to credit card processing fees to janitorial services and everything in the middle.

Our goal was 50 dental offices. However, that will have to change, we just started this co op and have added 17 offices without any effort. We have changed our goal to 75 dental offices in Albuquerque and then will expand to all areas of New Mexico. Furthermore, we are putting together a doctors meeting to have a discussion about the co op to increase our current enrollment.

If you have any questions please feel free to contact me at this email (personal email address) or my office, 505-821-1430. If you call the office I will need to set up a time to have a phone conversation due to patient care. As many of you know from the past, I have not been easy accessible b/c of the amount of sales persons that have wanted to work with our 3 to 5 offices. For the Co-op I will be 100% available to anyone wishing communicate and our personal corporations will only purchase with Preferred CO-OP Vendors.

--

Brenton Mason DMD

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<image002.png>

<image001.jpg>

<image003.jpg>

CX0056

From: Chuck Cohen
Sent: Friday, February 08, 2013 5:57 PM
To: Paul Guggenheim
Subject: Fwd: New Mexico Dental Cooperative purchasing.
Attachments: image002.png; image001.jpg; image003.jpg

Greetings, Paul...

Hope things are going well at Patterson. Just saw Sirona's strong results, good sign for you.

Just wanted to let you know about some noise I've picked up from New Mexico. FYI: Our policy at Benco is that we do not recognize, work with, or offer discounts to buying groups (though we do work with corporate accounts) and our team understands that policy.

Thanks, best for success in 2013!

cfc

Charles F. Cohen
Benco Dental Company
'We deliver success, smile after smile.'
295 Centerpoint Boulevard
Pittston, PA. 18640
Phone: 570.602.6811
Cell: 570.407.1340
E-mail: ccoehen@benco.com
Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

Begin forwarded message:

From: Don Taylor <dtaylor@benco.com>
Date: February 7, 2013, 9:22:27 AM PST
To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccoehen@benco.com>, Patrick Ryan <pryan@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Gents, will you please read the bottom if this e-mail? I'd like to connect for just a couple if minutes to get your feedback and coaching on this. Thank you.

All the Best,

Don Taylor
303 548 9475
datylor@benco.com

Begin forwarded message:

From: Mike Trimble <mtrimble@benco.com>
Date: February 6, 2013, 11:36:03 AM PST

To: Don Taylor <dtaylor@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: Stewart Hanley <shanley@benco.com>
Date: February 6, 2013, 9:59:05 AM PST
To: Mike Trimble <mtrimble@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: "Bergman, Brandon"
<Brandon.Bergman@henryschein.com>
Date: February 6, 2013 9:54:15 AM GMT-08:00
To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com



From: Michael Stanislowski
[mailto:MStanislowski@midmark.com]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislowski

Territory Manager

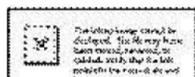
Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislowski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443



From: brenton mason
 [mailto:txdelphia@gmail.com]
Sent: Monday, February 04, 2013 1:18 PM
To: John Shernock; choss@mmm.com;
Marquita.Mason@dentsply.com;
Adam.Ternan@sybrondental.com;
Marni.StoneWalsh@voco.com;
Todd.Cretors@gcamerica.com;
Windi.Vigil@ivoclarvivadent.com;
Reagan.Wheeler@sybrondental.com;
JWeyenberg@hu-friedy.com;
ruby.howley@us.sunstar.com;
cherie.borer@rockymountainsalesassociates.com;
JZaneis@PREMUSA.com;
Mark.Rohan@us.acteongroup.com;
Bob.Gess@sirona.com; dolsen5065@aol.com;
Mike.Wilson@a-dec.com;
Steven.Griffith@planmecausa.com;
gmorton@dentalez.com; sconnolly@digi-doc.com;
ipdmonuco@aol.com; BrianDillonSales@Q.com;
jamiehsacks@gmail.com;
msherman@meisingerusa.com;
dknoxpsa@gmail.com; lanid@crosstex.com;
rbehbahani@septodonta.com;
Sterling.Parker@sirona.com; wright.mc.l@pg.com;
 jason chapman; Frank Montoya;
lisa.franks@ultradent.com; Charles Goodis;
Jeff.Katt@pattersondental.com;
Scott.Belcheff@pattersondental.com; robert lehm;
 Michael Stanislawski; plowe@axisdental.com;
HJBinfo@bosworth.com;
info@coltenewhaledent.com;
Crosstex@crosstex.com;
gca_sales@gcamerica.com; info@hu-friedy.com;
info@jmoritausea.com; info@parkell.com;
akegerise@premusa.com;
domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com;
customerservice@youngdental.com; brenton mason
Subject: New Mexico Dental Cooperative purchasing.

To All,

Frank Montoya, Jason Chapman and I are in the process of starting a dental Cooperative. Thus we are working together with our local private practice dental office owners to compete with the national large corporations in the dental field. We as small businesses are well aware of the studies showing the

corporate dentistry role over the next 10 years. Furthermore, Walmart has provided us with a case study to evaluate the survival of the independent dental offices. Thus we have partnered with Patterson Dental to provide the individual office the same opportunities as the larger corporations. We as a group of 17 offices currently are expanding on weekly basis; Furthermore, we have doctors in our group from every specialty participating in the co op.

We are inviting all dental manufactures and representative to a our vendors meeting March 13, 2013 at 6:00 pm. The location is Patterson Dental Branch in Albuquerque, NM. During this meeting we will do the following:

- I) explain our philosophies
- II) Have an open forum question and answer, I will take any and all questions and be available however long needed.
- III) Explain our bid seeking for the next 12 months.

April 1st our co op will start to formulate the Preferred Vendor list for dental supplies. Our Preferred Vendor list will be update annually following our annual vendor meeting. We highly encourage our co op members to support the manufactures whom best support our co op. At the present moment we have begun formulating the Preferred Vendor list for all aspect of running a dental office. Upon conclusion of this process we will have a Preferred Vendor List for everything from cotton rolls to credit card processing fees to janitorial services and everything in the middle.

Our goal was 50 dental offices. However, that will have to change, we just started this co op and have added 17 offices without any effort. We have changed our goal to 75 dental offices in Albuquerque and then will expand to all areas of New Mexico. Furthermore, we are putting together a doctors meeting to have a discussion about the co op to increase our current enrollment.

If you have any questions please feel free to contact me at this email (personal email address) or my office, 505-821-1430. If you call the office I will need to set up a time to have a phone conversation due to patient care. As many of you know from the past, I have not been easy accessible b/c of the amount of sales persons that have wanted to work with our 3 to 5 offices. For the Co-op I will be

100% available to anyone wishing communicate and our personal corporations will only purchase with Preferred CO-OP Vendors.

--
Brenton Mason DMD

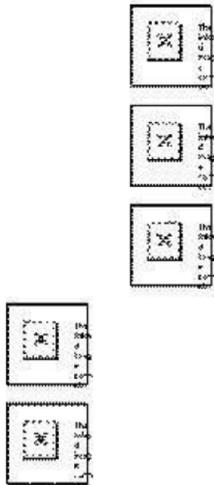
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CX0057

Partially Redacted

Chats

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
344	78	2/8/2012 5:57:30 PM(UTC-5)	5/13/2015	5/13/2015 7:27:33 AM(UTC-4)	+15704071340 Charles Cohen (owner) +14149758377 Timothy Sullivan ccohen@benco.com Charles Cohen	iMessage: +15704071340	123	+15704071340 Charles Cohen	Can't wait to report this conversation on my monthly report to the Texas AG: 'I told Tim Sullivan to grab his balls!' Let's see what they do with that comment!	Sent
377	80	2/16/2012 9:01:09 PM(UTC-5)	8/24/2016	8/24/2016 2:46:47 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16145625555 Mitch Huber ccohen@benco.com Charles Cohen	iMessage: +15704071340	1	ccohen@benco.com Charles Cohen	I checked with Tim Sullivan, Ann Cox wasn't fired for ethics issues. So she's OK to hire, if u want. Call me if u want to discuss. Also, talk with Mac. Could be a good pick up.	Sent
704	81	2/19/2012 10:21:34 PM(UTC-5)	8/26/2016	8/26/2016 6:46:30 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12483614607 Michael Paquette ccohen@benco.com Charles Cohen	iMessage: +15704071340	15	+12483614607 Michael Paquette	Simon is going to call you as he was just fired by Schein	Read
705	81	2/19/2012 10:21:34 PM(UTC-5)	8/26/2016	8/26/2016 6:46:30 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12483614607 Michael Paquette ccohen@benco.com Charles Cohen	iMessage: +15704071340	16	+15704071340 Charles Cohen	I talked to him, so did Mitch. You have thoughts to share? It's a sad story, he really screwed himself.	Sent
706	81	2/19/2012 10:21:34 PM(UTC-5)	8/26/2016	8/26/2016 6:46:30 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12483614607 Michael Paquette ccohen@benco.com Charles Cohen	iMessage: +15704071340	17	+12483614607 Michael Paquette	Jim Shaw was asked by S to get an indirect message to you to stay clear of this as it is going to get very toxic. Charges being pressed that sort of thing. Have a great weekend.	Read
707	81	2/19/2012 10:21:34 PM(UTC-5)	8/26/2016	8/26/2016 6:46:30 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12483614607 Michael Paquette ccohen@benco.com Charles Cohen	iMessage: +15704071340	18	+15704071340 Charles Cohen	Thanks. No worries. We have enough drama on our own. Plus I didn't appreciate how he left the first time.	Sent
1217	89	4/24/2012 11:00:03 PM(UTC-4)	6/7/2016	6/7/2016 4:59:58 PM(UTC-4)	+15704071340 Charles Cohen (owner) +12078520676 David Gardner ccohen@benco.com Charles Cohen	iMessage: +15704071340	46	+12078520676 David Gardner	Thanks...I'll discuss with guys and get back to you. [REDACTED]...they are doing more with us. I hope we have the opportunity to be part of [REDACTED]. My nephew's HS graduation is next Friday night in York. Would working in NY with me work if started around 8:30 go til 1-2? We could discuss [REDACTED] and I would take you to some key accounts who could use some love after all the pressure from Schein folks.	Read
1484	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	6	+15704071340 Charles Cohen	OK. Thanks.	Sent
1485	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	7	+17325981834 Jim McCombs	That will work for me. What exact location would u like to meet? Thanks	Read
1486	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	8	+17325981834 Jim McCombs	Chuck - Heres an address for an HOP for us to meet at: 1720 Dekalb Pike Blue Bell PA 19422 I will there by 7:45am.	Read
1487	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	9	+15704071340 Charles Cohen	On for bfast tomorrow? 7:30 @ IHop @ BlueBell. Thanks.	Sent
1488	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	10	+17325981834 Jim McCombs	We were set for Wed 10.24 at 7:30 in Horsham Area. Nancy was supposed to find us a place.	Read

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
1489	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	11	+15704071340 Charles Cohen	You're right, my bad. Bfast Weds @ 7:30a @ iHop @ Blue Bell. Thanks.	Sent
1490	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	12	+17325981834 Jim McCombs	Okay. See u there.	Read
1491	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	13	+15704071340 Charles Cohen	Good to see you this morning. Question: May I close the loop with Scott and let him know we met?	Sent
1492	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	14	+17325981834 Jim McCombs	Hey Chuck - Sorry I haven't reached out to u sooner. We were dealing with the aftermath of Hurricane Sandy. My family is all safe and we will help rebuild the Jersey Shore. If Mike McElaney would like to reach out to me to set up a time to talk I'd be open to a conversation. Thanks	Read
1493	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	15	+15704071340 Charles Cohen	Good news, thanks. I'll ask Mac to reach out. Enjoy the weekend.	Sent
1494	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	16	+17325981834 Jim McCombs	Thanks. U too.	Read
1495	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	17	+15704071340 Charles Cohen	Thx. Best to you & yours for a happy, healthy & successful new year. Big announcement today, I'm sure you heard. t's true.	Sent
1496	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	18	+17325981834 Jim McCombs	Can u be the first to tell me, because I honestly don't know?	Read
1497	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	19	+15704071340 Charles Cohen	BENCO & A-dec have made a mutual decision to separate.	Sent
1498	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	20	+17325981834 Jim McCombs	No. Really?	Read
1499	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	21	+15704071340 Charles Cohen	Really.	Sent
1500	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	22	+17325981834 Jim McCombs	Chuck - I got your invite to connect on LinkedIn. We are connected! If you want to connect just give me a txt or call. How are you doing?	Read
1501	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	23	+15704071340 Charles Cohen	Thanks, happy new year to you & yours as well. Best for success in 2014!	Sent
1502	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	24	+15704071340 Charles Cohen	heard you left Schein, what's your new job?	Sent

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
1503	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	25	+17325981834 Jim McCombs	U too, lol. I didn't leave Schein. I've been involved with a Youth Soccer Developmental Organization for years and I added it to my LinkedIn because I want to connect with College Coaches & Directors of Soccer Academies. My oldest son, James, is going into HS next year & when we're in contact D1 Colleges I want to make sure they know I'm an educator in the sport too. If I'm leaving HSD I'll let you know, seeking good council when making big decisions is part of my DNA now. I was just thinking of you yesterday when I found the book from our Gettysburg Retreat, I do miss those business experiences.	Read
1504	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	26	+15704071340 Charles Cohen	Thanks for clearing things up, I thought that you left Schein for a training job. Good to know, always a good idea to solicit input on big life decisions! Miss you too, all the best...	Sent
1505	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	27	+17325981834 Jim McCombs	Thanks Chuck. Have a great weekend & all the best to you too.	Read
1506	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	28	+17325981834 Jim McCombs	Good Afternoon Chuck. I've heard that you may have a unique opportunity that fits my skills & experiences for me to evaluate within your upper management team. I'd like to speak with you only about it if this is true, since a rumor has started in the Philadelphia area that I'm already returning to Benco. Please let me know if you'd like to meet and you can explain to me your vision for the position. Thanks for your time.	Read
1507	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	29	+15704071340 Charles Cohen	Jim: The position to which you're referring is Director of Training, a role that's in the Sales Department and reports to Mike McElaney, VP of Sales. The role oversees training, communication, driving promos, data mining, etc. Sharon Shivetts will report to this director. If you're interested, happy to have a discussion on the phone, please let me know. Thanks. cfc	Sent
1508	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	30	+17325981834 Jim McCombs	Chuck - Sorry for the delay in getting back to you. I would like to speak with you about the position. Is there a time frame you're looking to fill the position. I only ask because I'm extremely busy with Appraisals & such. Can we set up a phone conversation the week of 2/24?	Read
1509	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	31	+15704071340 Charles Cohen	How about 2/28 @ 8:30A? Thanks.	Sent
1510	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	32	+17325981834 Jim McCombs	Perfect. Do u want to call me or me call u? Thanks	Read
1511	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	33	+15704071340 Charles Cohen	I'll call you. Thanks.	Sent

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
1512	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	34	+17325981834 Jim McCombs	Okay. Thank you....	Read
1513	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	35	+17325981834 Jim McCombs	Congrats on Mr. Clemson.	Read
1514	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	36	+15704071340 Charles Cohen	?????	Sent
1515	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	37	+17325981834 Jim McCombs	I heard today from the Metro HSD team that Chris Clemson & Eric Greene left HSD and joined Benco.	Read
1516	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	38	+15704071340 Charles Cohen	Thanks. Excited to add them to our team.	Sent
1517	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	39	+17325981834 Jim McCombs	Hey Chuck - I hope all is okay with you. As per our txt messages I thought we were scheduled to talk today at 8:30 am and u we're going to call me. Just let me know if u'd like to reschedule. Thanks	Read
1518	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	40	+15704071340 Charles Cohen	My bad, will call later. Thanks.	Sent
1519	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	41	+15704071340 Charles Cohen	Can we reschedule for tomorrow early, say 7A? Thanks.	Sent
1520	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	42	+17325981834 Jim McCombs	Sure. Talk with u then.	Read
1521	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	43	+17325981834 Jim McCombs	Sorry for missing u this morning. I got involved in something and couldn't jump over to ur call. R u available same time tomorrow?	Read
1522	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	44	+15704071340 Charles Cohen	Sure. 7A. Thanks.	Sent
1523	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	45	+17325981834 Jim McCombs	Okay	Read
1524	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	46	+17325981834 Jim McCombs	Hey Chuck - I just wanted to tell u I enjoyed our conversation and am looking forward to my conversation with Mike after the National Sales Meeting. Have a nice Sunday.	Read
1525	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	47	+15704071340 Charles Cohen	Thanks. Talk soon.	Sent
1526	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	48	+17325981834 Jim McCombs	Good morning Chuck. Hope ur having a great Saturday. I believe things went well with Mike and I'm looking forward to sitting down with him for a longer period of time. Thank u for connecting us. Let me know if u need anything else from me as we move ahead.	Read
1527	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	49	+15704071340 Charles Cohen	Thanks. Mike tells me that he enjoyed your mtg. Good luck.	Sent

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
1528	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	50	+17325981834 Jim McCombs	Good Saturday Afternoon Chuck - I'm not sure if you've filled the Director of Training position yet, but I've followed up with Mike twice without any response. After our conversation I thought I would have gotten at least a "thanks but we've gone in a different direction" email or phone call. I just thought you'd like to know. Thanks for your consideration and opportunity. Jim	Read
1529	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	51	+15704071340 Charles Cohen	Jim... The position has not been filled, the process is going slowly. You're still in the running, don't fret. Thanks, enjoy the weekend.	Sent
1530	103	10/9/2012 6:44:39 PM(UTC-4)	4/20/2014	4/20/2014 7:36:15 PM(UTC-4)	+15704071340 Charles Cohen (owner) +17325981834 Jim McCombs	iMessage: +15704071340	52	+17325981834 Jim McCombs	Thanks Chuck. Speak with you soon.	Unread
2023	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	352	+15189257167 Julie Radzynski	FYI - Amazon looking at servicing Dentist Offices but didn't get any details I'll continue to work on getting more details	Read
2609	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	938	+15189257167 Julie Radzynski	Sent you an email regarding EDA. Let me know if you are ok with me seeding out to managers. Thx	Read
2624	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	953	+15704071340 Charles Cohen	What day is the EDA presentation next week? Tuesday or Wednesday? Thanks.	Sent
2634	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	963	+15704071340 Charles Cohen	[REDACTED]	Sent
2635	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	964	+15704071340 Charles Cohen	[REDACTED]	Sent
2636	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	965	+15189257167 Julie Radzynski	I have 6 mins if you want to call	Read
2637	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	966	+15704071340 Charles Cohen	[REDACTED]	Sent
2638	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	967	+15189257167 Julie Radzynski	I will have Mark run the report	Read
2639	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	968	+15704071340 Charles Cohen	[REDACTED]	Sent
2640	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	969	+15189257167 Julie Radzynski	[REDACTED]	Read
2641	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzynski	iMessage: +15704071340	970	+15704071340 Charles Cohen	[REDACTED]	Sent

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
2642	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	971	+15189257167 Julie Radzyninski		Read
2643	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	972	+15704071340 Charles Cohen		Sent
2661	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	990	+15189257167 Julie Radzyninski		Read
2662	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	991	+15189257167 Julie Radzyninski		Read
2697	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1026	+15189257167 Julie Radzyninski		Read
2698	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1027	+15189257167 Julie Radzyninski	Good News! Kayla and I got a 95 on our English paper! Highest grade in the class! LOK	Read
2731	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1060	+15189257167 Julie Radzyninski	I took a few days with the girls. In Boston today and will try to be on the EDA review at 11. Sent all info for the call	Read
2732	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1061	+15189257167 Julie Radzyninski	Meeting is going well. I've had more action at my booth then all other years combined. 3 new customers! And maybe a laser (well, that's a long shot)	Read
2733	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1062	+15704071340 Charles Cohen	Well done, good news. Is EDA helping, or is it just that they're getting to know our name?	Sent
2734	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1063	+15189257167 Julie Radzyninski	I think EDA is def helping. 3 Drs came up b/c they just signed up with EDA and want to do business. The other was a Ped Dr from Seattle and was wondering if he could do business with us.	Read
2745	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1074	+15704071340 Charles Cohen	You in Chicago today? At DTA program? Let's spend a few minutes on the EDA presentation for next week. Thanks.	Sent
2788	117	11/5/2012 5:50:40 PM(UTC-5)	8/19/2016	8/19/2016 7:03:15 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15189257167 Julie Radzyninski	iMessage: +15704071340	1117	+15704071340 Charles Cohen	In one year, EDA won't be bigger than pacific, heartland, aspen together. And they won't all be buying from Benco n	Sent
2989	123	11/27/2012 10:23:44 AM(UTC-5)	11/14/2013	11/14/2013 5:09:04 PM(UTC-5)	+15704071340 Charles Cohen (owner) +13035489475 Don Taylor	iMessage: +15704071340	7	+13035489475 Don Taylor	Good morning. This buying club in Albuquerque is starting to grow legs. Curious if you were able to connect with your Patterson contact and if anything came of it. Thanks!	Read
2990	123	11/27/2012 10:23:44 AM(UTC-5)	11/14/2013	11/14/2013 5:09:04 PM(UTC-5)	+15704071340 Charles Cohen (owner) +13035489475 Don Taylor	iMessage: +15704071340	8	+15704071340 Charles Cohen	I don't expect to hear anything. I just sent him a note about it. Don't want to call because it might be construed as price fixing. Thanks.	Sent

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
3978	150	1/9/2013 3:07:28 PM(UTC-5)	6/22/2016	6/22/2016 12:13:17 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16145632399 Anne Cox	iMessage: +15704071340	21	+16145632399 Anne Cox		Read
3979	150	1/9/2013 3:07:28 PM(UTC-5)	6/22/2016	6/22/2016 12:13:17 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16145632399 Anne Cox	iMessage: +15704071340	22	+16145632399 Anne Cox	Dear Chuck I spoke to Vicki. I want you to know that I would never do anything to hurt the sterling reputation of Benco Dental. I would like to speak to you personally when you rerun from your vacation. I am honored to work for this company and I vowed to never let you down. Enjoy you trip. Sincerely, Anne Cox	Read
3980	150	1/9/2013 3:07:28 PM(UTC-5)	6/22/2016	6/22/2016 12:13:17 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16145632399 Anne Cox	iMessage: +15704071340	23	+15704071340 Charles Cohen	Anne... Thanks for reaching out, I have every confidence that you're doing everything right. I just want you & Jane to know that the fund-raiser was high on Schein's radar, and we want to make sure that everything is above board. I recognize that Macenzie is most of the issue. Happy to talk, if you'd like, but I'm not worried. Thanks, enjoy the weekend. CFC	Sent
3981	150	1/9/2013 3:07:28 PM(UTC-5)	6/22/2016	6/22/2016 12:13:17 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16145632399 Anne Cox	iMessage: +15704071340	24	+16145632399 Anne Cox	Chuck, Thank you for the kind words. Sally's reception was not meant to be a fund raiser to my knowledge but only a chance for her to say goodbye to her customers. The dentist who had the party is a personal friend of Sally's and I know she had words with Tim Sullivan. There was no mention of HS or Benco at the party, only kinds words and lots of love for Sally. That was what is was...Nothing more! I don't know how things got so twisted in this ugly world. Still need to talk when you get home. Won't bother you anymore on your vac. Love your FB pics. Beautiful family. Enjoy!	Read
10278	222	4/20/2013 12:26:35 AM(UTC-4)	8/13/2016	8/13/2016 10:46 35 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15704900872 Matt Miller	iMessage: +15704071340	100	+15704900872 Matt Miller	From Jim Cramer's website:	Read

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
10279	222	4/20/2013 12:26:35 AM(UTC-4)	8/13/2016	8/13/2016 10:46 35 AM(UTC-4)	+15704071340 Charles Cohen (owner) +15704900872 Matt Miller	iMessage: +15704071340	101	+15704900872 Matt Miller	<p>What's the hottest performing group in market right now? Is it social media? Biotech? Nope. It's the dental supply stocks.</p> <p>Cramer said there's a lot to like about the dental stocks. First, they aren't linked to where the price of oil is or how the Russian ruble is trading. They do, however, benefit from an aging population here at home and the fact that many people put off getting expensive dental procedures done during the recession. Add all that to the world's growing middle class and Cramer said it's easy to see why this is a red-hot group.</p> <p>Of the group, Cramer said he likes Henry Schein the best. The stock is up nearly \$8 since he spoke to the CEO last month, and shares are up 17% over the past three months. Stein is the number one player in the dental space but also has an animal health and vaccine business to boot, yet trades at just 23 times earnings.</p> <p>Also on Cramer's buy list is Patterson Companies , the number two player with shares up 21% over the past year, and Sirona Dental , a high-tech provider of dental equipment with shares up 15% over the past three months.</p> <p>In addition, Cramer mentioned Align Technology , makers of Invisalign braces, as a company with lots of upside but also more than its share on short sellers, and Dentsply , a stock he didn't care for given its exposure to Europe.</p>	Read
16428	687	4/28/2014 2:26:09 PM(UTC-4)	8/20/2016	8/20/2016 10 21 54 AM(UTC-4)	+15704071340 Charles Cohen (owner) +17735518900 David Bangert	iMessage: +15704071340	22	+15704071340 Charles Cohen	<p>Not sure who was supposed to call whom last week, but we can consider the call completed. I figure that you and your team are busy this week figuring out the rep situation. I called Zambetti to offer any help or wisdom that I can, considering that rep defection is one issue that I understand.</p>	Sent
16433	687	4/28/2014 2:26:09 PM(UTC-4)	8/20/2016	8/20/2016 10 21 54 AM(UTC-4)	+15704071340 Charles Cohen (owner) +17735518900 David Bangert	iMessage: +15704071340	27	+15704071340 Charles Cohen	<p>Dave: Heard that Bettencourt left Patterson in their recent purge, I talked to him and he's looking for a mfr role. Wants to stay in Minnesota.</p>	Sent
16786	742	5/23/2014 12:26:40 AM(UTC-4)	8/19/2016	8/19/2016 9:09:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15082545454 Pat Arsenault	iMessage: +15704071340	278	+15082545454 Pat Arsenault	<p>At the CDA, thank you for leading us down the patch you have in regards to attending shows.</p>	Read
16827	742	5/23/2014 12:26:40 AM(UTC-4)	8/19/2016	8/19/2016 9:09:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15082545454 Pat Arsenault	iMessage: +15704071340	319	+15082545454 Pat Arsenault	<p>Although,,,,,,,,,how about John Bettencourt. Not sure if he's strong enough but he could be a friend.</p>	Read
19282	800	6/30/2014 2:42:08 PM(UTC-4)	6/30/2014	6/30/2014 2:42:08 PM(UTC-4)	+15704071340 Charles Cohen (owner) +13306204977 Pat Ryan	iMessage: +15704071340	1	+13306204977 Pat Ryan	<p>How do you feel about a GPO hospital group?</p>	Read
20100	825	7/15/2014 8:17:04 PM(UTC-4)	5/19/2015	5/19/2015 8:47:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16513037215 Scott Anderson	iMessage: +15704071340	1	+16513037215 Scott Anderson	<p>Why are you in 3M suite and not me??</p>	Read
20102	825	7/15/2014 8:17:04 PM(UTC-4)	5/19/2015	5/19/2015 8:47:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16513037215 Scott Anderson	iMessage: +15704071340	3	+16513037215 Scott Anderson	<p>Look to your right...our suite is better...)</p>	Read

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
20104	825	7/15/2014 8:17:04 PM(UTC-4)	5/19/2015	5/19/2015 8:47:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16513037215 Scott Anderson	iMessage: +15704071340	5	+16513037215 Scott Anderson	Paul got me in the loop on your short term challenge. My brother in law had T Cancer. He is a neuro surgeon which is sometimes annoying. If you ever want to talk to him let me know. He is a great guy. Scott A.	Read
20108	825	7/15/2014 8:17:04 PM(UTC-4)	5/19/2015	5/19/2015 8:47:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16513037215 Scott Anderson	iMessage: +15704071340	9	+16513037215 Scott Anderson	Five times Sullivan!!!	Read
20110	825	7/15/2014 8:17:04 PM(UTC-4)	5/19/2015	5/19/2015 8:47:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16513037215 Scott Anderson	iMessage: +15704071340	11	+16513037215 Scott Anderson	Serious about my bro in law if you ever want to talk to him.	Read
20112	825	7/15/2014 8:17:04 PM(UTC-4)	5/19/2015	5/19/2015 8:47:06 PM(UTC-4)	+15704071340 Charles Cohen (owner) +16513037215 Scott Anderson	iMessage: +15704071340	13	+16513037215 Scott Anderson	25 years in the clear...you will do great!	Read
20435	888	10/7/2014 3:31:12 PM(UTC-4)	10/7/2014	10/7/2014 3:31:12 PM(UTC-4)	+15704071340 Charles Cohen (owner) +13306204977 Pat Ryan	iMessage: +15704071340	1	+13306204977 Pat Ryan	Indicating they are not interested in state organization GPO	Read
20436	889	10/7/2014 3:31:12 PM(UTC-4)	10/7/2014	10/7/2014 3:31:12 PM(UTC-4)	+15704071340 Charles Cohen (owner) +13306204977 Pat Ryan	iMessage: +15704071340	1	+13306204977 Pat Ryan	Schein just dumped the last GPO they had. In Utah.	Read
20591	895	10/8/2014 1:57:20 PM(UTC-4)	8/27/2016	8/27/2016 3:02:37 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15704078942 Larry Cohen	iMessage: +15704071340	150	+15704078942 Larry Cohen	Just learned that Weber had been negotiating w/Patterson for over one month- did u know that? He was holding off on leaving until all his jobs were installed. That changes my opinion to some degree. Call me if u want to discuss.	Read
20833	927	10/21/2014 9:16:48 PM(UTC-4)	2/23/2015	2/23/2015 9:33:27 PM(UTC-5)	+15704071340 Charles Cohen (owner) +19182319081 Phil Salerno	iMessage: +15704071340	2	+19182319081 Phil Salerno	Notice the Henry Schien plan. 2015. Looking like a 1.3 million carryover. Cha ching.	Read
22640	1348	4/24/2015 10:47:49 AM(UTC-4)	7/7/2016	7/7/2016 2:34:07 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15636503590 Michele Lewis	iMessage: +15704071340	39	+15636503590 Michele Lewis	Yes. I'll get it back over tonight. Just leaving a wedding in Milwaukee. When do you think I should tell Schein? I'll probably reach out to Tim first.	Read
22641	1348	4/24/2015 10:47:49 AM(UTC-4)	7/7/2016	7/7/2016 2:34:07 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15636503590 Michele Lewis	iMessage: +15704071340	40	+15704071340 Charles Cohen	Good idea. That's a tough conversation. It will go over easier if you assure him no issues transitioning your current territory.	Sent
22642	1348	4/24/2015 10:47:49 AM(UTC-4)	7/7/2016	7/7/2016 2:34:07 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15636503590 Michele Lewis	iMessage: +15704071340	41	+15704071340 Charles Cohen	Agree talk to Tim. Try the 'Schein is just too big now' angle. He can't argue too much with that one.	Sent
22650	1348	4/24/2015 10:47:49 AM(UTC-4)	7/7/2016	7/7/2016 2:34:07 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15636503590 Michele Lewis	iMessage: +15704071340	49	+15704071340 Charles Cohen	Suggest you get a mentor who can help you make the transition from Schein to Benco. Some things you'll like, some things will frustrate you.	Sent
22659	1348	4/24/2015 10:47:49 AM(UTC-4)	7/7/2016	7/7/2016 2:34:07 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15636503590 Michele Lewis	iMessage: +15704071340	58	+15704071340 Charles Cohen	Let's let this idea ruminate for a few days while you get thru the conversation with Schein, and then revisit. No rush now.	Sent
22703	1348	4/24/2015 10:47:49 AM(UTC-4)	7/7/2016	7/7/2016 2:34:07 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15636503590 Michele Lewis	iMessage: +15704071340	102	+15704071340 Charles Cohen	How did you do with the EDA customer yesterday? Thanks.	Sent
22716	1348	4/24/2015 10:47:49 AM(UTC-4)	7/7/2016	7/7/2016 2:34:07 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15636503590 Michele Lewis	iMessage: +15704071340	115	+15704071340 Charles Cohen	How's it going with the new Elite Dental customer so far?	Sent
22825	1390	5/8/2015 1:07:38 PM(UTC-4)	8/1/2016	8/1/2016 9:03:47 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12158506396 Joan McGowen ccohen@benco.com Charles Cohen	iMessage: +15704071340	41	+12158506396 Joan McGowen	Hi Chuck. I don't want to mention a name, but a rep who recently left Benco for Schein told me she was promised by you... Via her Manager ... That if she stayed Benco would give her 25,000 right away and 25,000 6 months later.	Read

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
22826	1390	5/8/2015 1:07:38 PM(UTC-4)	8/1/2016	8/1/2016 9:03:47 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12158506396 Joan McGowen ccohen@benco.com Charles Cohen	iMessage: +15704071340	42	+12158506396 Joan McGowen	I just want to believe that she's bs'd me... It's weighting heavy on me that she would lie to me. Did she misunderstand or exaggerating? I just needed to get this off my chest. The money offer from S. was the only appealing issue for me. Thanks. J	Read
22827	1390	5/8/2015 1:07:38 PM(UTC-4)	8/1/2016	8/1/2016 9:03:47 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12158506396 Joan McGowen ccohen@benco.com Charles Cohen	iMessage: +15704071340	43	+15704071340 Charles Cohen	Thanks for talking today. I'm not sure where the confusion comes from, perhaps the manager told her that he would talk to us. In the heat of the battle, people say things or make commitments that they can't deliver on.	Sent
22828	1390	5/8/2015 1:07:38 PM(UTC-4)	8/1/2016	8/1/2016 9:03:47 AM(UTC-4)	+15704071340 Charles Cohen (owner) +12158506396 Joan McGowen ccohen@benco.com Charles Cohen	iMessage: +15704071340	44	+15704071340 Charles Cohen	So, I can't speak for the manager in this situation. But I can say with certainty that no manager has approached me lately (within the last year or so) with a request for a stay-put bonus, and I wouldn't approve it if asked.	Sent
23366	1609	7/13/2015 8:35:04 PM(UTC-4)	7/13/2015	7/13/2015 8:35:04 PM(UTC-4)	+15704071340 Charles Cohen (owner) +13306204977 Pat Ryan	iMessage: +15704071340	1	+13306204977 Pat Ryan	Chatter on Patterson rumor mill. More branch closings.	Read
23604	1744	8/10/2015 8:41:27 PM(UTC-4)	8/10/2015	8/10/2015 8:41:27 PM(UTC-4)	+15704071340 Charles Cohen (owner) +13306204977 Pat Ryan	iMessage: +15704071340	1	+13306204977 Pat Ryan	Image from https://www.dentaltradealliance.org/images/board/Jeff_Bucher.jpg . Image from https://fbcdn-profile-a.akamaihd.net/hprofile-ak-xaf1/v/t1.0-1/c53.53.662.662/s50x50/374109_162073740558611_305825851_n.jpg?oh=070fc796615fb141fe17094d1c16f01a&oe=563302FD&__gda__=1444354870_2c5685ea35746481b9224da7d1c2599a	Read
23612	1749	8/17/2015 2:24:56 PM(UTC-4)	7/15/2016	7/15/2016 11 24 58 AM(UTC-4)	+15704071340 Charles Cohen (owner) +13309904579 Ed Snyder	iMessage: +15704071340	4	+13309904579 Ed Snyder	Separated at birth? PDCO AHI synergies as per today's analyst meeting	Read
23924	1862	10/2/2015 6:52:44 PM(UTC-4)	10/2/2015	10/2/2015 6:52:44 PM(UTC-4)	+15704071340 Charles Cohen (owner) +13306204977 Pat Ryan	iMessage: +15704071340	1	+13306204977 Pat Ryan	I was about to sign trial agreement with that CHC GPO we talked about, however, it dawned on me that that might be material in the Source One suit???	Read
23988	1886	10/9/2015 6:38:27 PM(UTC-4)	1/8/2016	1/8/2016 9:31:37 AM(UTC-5)	+15704071340 Charles Cohen (owner) +12146765307 Darrell Cain	iMessage: +15704071340	25	+15704071340 Charles Cohen	Darrell: I'm planning a visit to Seattle on Jan 4-5 to visit with Kois & Cohen to discuss EDA. You OK with that? Should I bring Brett?	Sent
23998	1886	10/9/2015 6:38:27 PM(UTC-4)	1/8/2016	1/8/2016 9:31:37 AM(UTC-5)	+15704071340 Charles Cohen (owner) +12146765307 Darrell Cain	iMessage: +15704071340	35	+15704071340 Charles Cohen	Good news: EDA presentation is on Tuesday, so schedule works great.	Sent
24030	1895	10/14/2015 1:04:38 PM(UTC-4)	5/8/2016	5/8/2016 11 05 29 AM(UTC-4)	+15704071340 Charles Cohen (owner) +13303216550 Michael Lind	iMessage: +15704071340	16	+13303216550 Michael Lind	Great opportunity offered by Howard! EDA? Solea? Emergency Op? (Howard gave a very compelling argument yesterday afternoon for dentist to have an emergency operator) Digital impression?	Read
24041	1900	10/15/2015 4:08:51 PM(UTC-4)	10/17/2015	10/17/2015 11:14 21 AM(UTC-4)	+15704071340 Charles Cohen (owner) chelelewis@gmail.com Michele Lewis	iMessage: +15704071340	1	chelelewis@gmail.com Michele Lewis	Have an amazing corporate operations guy in St Louis looking for a move from HSD. His name is Paul Geiser. 15 yrs there. Frustrated. Needs to stay in St Louis but can travel.	Read
24042	1900	10/15/2015 4:08:51 PM(UTC-4)	10/17/2015	10/17/2015 11:14 21 AM(UTC-4)	+15704071340 Charles Cohen (owner) chelelewis@gmail.com Michele Lewis	iMessage: +15704071340	2	+15704071340 Charles Cohen	Thanks for the lead. Not sure what 'corp operations' is. Does he sell to corporate accounts? Thanks.	Sent

#	Chat #	Start Time Time	Last Activity Date	Last Activity Time	Participants	Source	Instant Message #	From	Body	Status
24043	1900	10/15/2015 4:08:51 PM(UTC-4)	10/17/2015	10/17/2015 11:14 21 AM(UTC-4)	+15704071340 Charles Cohen (owner) chelelewis@gmail.com Michele Lewis	iMessage: +15704071340	3	chelelewis@gmail.com Michele Lewis	He basically runs regional operations group for a zone. So if there are 5 regional operations guys, he's over them. Solid.	Read
24044	1900	10/15/2015 4:08:51 PM(UTC-4)	10/17/2015	10/17/2015 11:14 21 AM(UTC-4)	+15704071340 Charles Cohen (owner) chelelewis@gmail.com Michele Lewis	iMessage: +15704071340	4	+15704071340 Charles Cohen	Won't move? Challenge is that we don't have a role like that in St. Louis. Happy to talk with him. Your thoughts?	Sent
24045	1900	10/15/2015 4:08:51 PM(UTC-4)	10/17/2015	10/17/2015 11:14 21 AM(UTC-4)	+15704071340 Charles Cohen (owner) chelelewis@gmail.com Michele Lewis	iMessage: +15704071340	5	chelelewis@gmail.com Michele Lewis	He has kids/grandkids there. Won't move. I can just tell him you don't have anything. He's so good. I'd work for him in a second. Great character. Awesome leadership skills. Your call. Just throwing it out there.	Read
24046	1900	10/15/2015 4:08:51 PM(UTC-4)	10/17/2015	10/17/2015 11:14 21 AM(UTC-4)	+15704071340 Charles Cohen (owner) chelelewis@gmail.com Michele Lewis	iMessage: +15704071340	6	+15704071340 Charles Cohen	Please give him my contact info, or send me his contact info. At least should talk to him. Thanks.	Sent
24047	1900	10/15/2015 4:08:51 PM(UTC-4)	10/17/2015	10/17/2015 11:14 21 AM(UTC-4)	+15704071340 Charles Cohen (owner) chelelewis@gmail.com Michele Lewis	iMessage: +15704071340	7	chelelewis@gmail.com Michele Lewis	Paul Geiser [REDACTED] I'll share yours as well.	Read
24722	1966	11/19/2015 10:45:40 AM(UTC-5)	8/29/2016	8/29/2016 6:26:56 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15613172169 Kari Taylor	iMessage: +15704071340	522	+15613172169 Kari Taylor	142 conversations in play as of mid day today with PDCO folks.	Read
25143	2040	12/9/2015 1:45:55 PM(UTC-5)	6/14/2016	6/14/2016 11 25 59 AM(UTC-4)	+15704071340 Charles Cohen (owner) +16162990056 Todd Mears	iMessage: +15704071340	17	+16162990056 Todd Mears	Just met with a Patterson rep who lives in Lansing but covers Detroit. I think he has potential. Maybe only one other rep who lives in northern Michigan. Thanks for the offer I should be good for now. Safe travels.	Read
25219	2077	12/21/2015 11:07:27 AM(UTC-5)	6/16/2016	6/16/2016 10:19 28 PM(UTC-4)	+15704071340 Charles Cohen (owner) +15122947807 Ron Fernandez	iMessage: +15704071340	9	+15704071340 Charles Cohen	I think I you go, with a new TR, he'll listen. See if you can sell EDA, he's a CW client, I think. Good luck!	Sent
26699	2429	5/1/2016 5:47:19 PM(UTC-4)	8/27/2016	8/27/2016 8:36:16 AM(UTC-4)	+15704071340 Charles Cohen (owner) pryan@benco.com Pat Ryan	iMessage: +15704071340	140	+15704071340 Charles Cohen	Talking to Patterson refugee tonite in Seattle. She suspects the big announcement on Friday is a move to a base/bonus pay plan for reps.	Sent
26824	2429	5/1/2016 5:47:19 PM(UTC-4)	8/27/2016	8/27/2016 8:36:16 AM(UTC-4)	+15704071340 Charles Cohen (owner) pryan@benco.com Pat Ryan	iMessage: +15704071340	265	pryan@benco.com Pat Ryan	Dental side of PDCO bad again for 1Q16. Consumables down. Equipment up but weak.	Read

CX0090

From: Guggenheim, Paul
Sent: Friday, February 08, 2013 2:46 PM
To: Chuck Cohen
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

Chuck,

Thanks for the heads up. I'll investigate the situation. We feel the same way about these.

Best to you and the family.

Paul

Paul A. Guggenheim
President
Patterson Dental Supply

From: Chuck Cohen <ccohen@benco.com>
To: Paul Guggenheim <paul.guggenheim@pattersondental.com>
Date: 02/08/2013 11:57 AM
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Hope things are going well at Patterson. Just saw Sirona's strong results, good sign for you.

Just wanted to let you know about some noise I've picked up from New Mexico. FYI: Our policy at Benco is that we do not recognize, work with, or offer discounts to buying groups (though we do work with corporate accounts) and our team understands that policy.

Thanks, best for success in 2013!

cfc

Charles F. Cohen
Benco Dental Company
'We deliver success, smile after smile.'
295 Centerpoint Boulevard
Pittston, PA. 18640
Phone: 570.602.6811
Cell: 570.407.1340
E-mail: ccohen@benco.com
Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

Begin forwarded message:

From: Don Taylor <dtaylor@benco.com>
Date: February 7, 2013, 9:22:27 AM PST
To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccohen@benco.com>, Patrick Ryan <pryan@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Gents, will you please read the bottom if this e-mail? I'd like to connect for just a couple if minutes to get your feedback and coaching on this. Thank you.

All the Best,

Don Taylor
303 548 9475
dtaylor@benco.com

Begin forwarded message:

From: Mike Trimble <mtrimble@benco.com>
Date: February 6, 2013, 11:36:03 AM PST
To: Don Taylor <dtaylor@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: Stewart Hanley <shanley@benco.com>
Date: February 6, 2013, 9:59:05 AM PST
To: Mike Trimble <mtrimble@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: "Bergman, Brandon" <Brandon.Bergman@henryschein.com>
Date: February 6, 2013 9:54:15 AM GMT-08:00
To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman
Henry Schein Dental
Regional Manager
Albuquerque Office 505-856-3384
Cell Phone 505-385-1934
brandon.bergman@henryschein.com

From: Michael Stanislawski [<mailto:MStanislawski@midmark.com>]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislawski
Territory Manager
Dental Sales Division - Rocky Mountains
(303) 601-6493 - Cell
mstanislawski@midmark.com
Customer Service: Melissa Oakley - (937) 526-8302
Technical Support: Dave Magoteaux - (937) 526-8443

From: brenton mason [<mailto:txdelphia@gmail.com>]
Sent: Monday, February 04, 2013 1:18 PM
To: John Shernock; clhoss@mmm.com; Marquita.Mason@dentsply.com;
Adam.Ternan@sybrondental.com; Marni.StoneWalsh@voco.com;
Todd_Cretors@gcamerica.com; Windi.Vigil@ivoclarvivadent.com;
Reagan.Wheeler@sybrondental.com; JWeyenberg@hu-friedy.com;
ruby.howley@us.sunstar.com; cherie.borer@rockymountainsalesassociates.com;
JZaneis@PREMUSA.com; Mark.Rohan@us.acteongroup.com;
Bob.Gess@sirona.com; dolsen5065@aol.com; Mike.Wilson@a-dec.com;
Steven.Griffith@planmecausa.com; gmorton@dentalez.com; sconnolly@digidoc.com;
jpdmonuco@aol.com; BrianDillonSales@O.com;
jamihsacks@gmail.com; msherman@meisingerusa.com; dknoxpsa@gmail.com;
lanid@crosstex.com; rbehbahani@septodonta.com; Sterling.Parker@sirona.com;
wright.mc.1@pg.com; jason chapman; Frank Montoya;
lisa.franks@ultradent.com; Charles Goodis; Jeff.Katt@pattersondental.com;
Scott.Belcheff@pattersondental.com; robert lehm; Michael Stanislawski;
plowe@axisdental.com; HJBinfo@bosworth.com; info@coltenewhaledent.com;
Crosstex@crosstex.com; gca_sales@gcamerica.com; info@hu-friedy.com;
info@jmoritauusa.com; info@parkell.com; akegerise@premusa.com;
domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com;
customerservice@youngdental.com; brenton mason
Subject: New Mexico Dental Cooperative purchasing.

To All,

Frank Montoya, Jason Chapman and I are in the process of starting a dental Cooperative. Thus was are working together with our local private practice dental office owners to compete with the national large corporations in the dental field. We as small businesses are well aware of the studies showing the corporate dentistry role over the next 10 years. Furthermore, Walmart has provided us with a case study to evaluate the survival of the independent dental offices. Thus we have partnered with Patterson Dental to provide the individual office the same opportunities as the larger corporations. We as a group of 17 offices currently are expanding on weekly basis; Furthermore, we have doctors in our group from every specialty participating in the co op.

We are inviting all dental manufactures and representative to a our vendors meeting March 13, 2013 at 6:00 pm. The location is Patterson Dental Branch in Albuquerque, NM. During this meeting we will do the following:
 I) explain our philosophies
 II) Have an open forum question and answer, I will take any and all questions and be available however long needed.

III) Explain our bid seeking for the next 12 months.

April 1st our co op will start to formulate the Preferred Vendor list for dental supplies. Our Preferred Vendor list will be update annually following our annual vendor meeting. We highly encourage our co op members to support the manufactures whom best support our co op. At the present moment we have begun formulating the Preferred Vendor list for all aspect of running a dental office. Upon conclusion of this process we will have a Preferred Vendor List for everything from cotton rolls to credit card processing fees to janitorial services and everything in the middle.

Our goal was 50 dental offices. However, that will have to change, we just started this co op and have added 17 offices without any effort. We have changed our goal to 75 dental offices in Albuquerque and then will expand to all areas of New Mexico. Furthermore, we are putting together a doctors meeting to have a discussion about the co op to increase our current enrollment.

If you have any questions please feel free to contact me at this email (personal email address) or my office, 505-821-1430. If you call the office I will need to set up a time to have a phone conversation due to patient care. As many of you know from the past, I have not been easy accessible b/c of the amount of sales persons that have wanted to work with our 3 to 5 offices. For the Co-op I will be 100% available to anyone wishing communicate and our personal corporations will only purchase with Preferred CO-OP Vendors.

--

Brenton Mason DMD

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image003.jpg

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CX0091

From: Guggenheim, Paul
Sent: Friday, February 08, 2013 12:18 PM
To: Misiak, David;Rogan, Tim
Subject: Fw: New Mexico Dental Cooperative purchasing.

Paul A. Guggenheim
 President
 Patterson Dental Supply
 ----- Forwarded by Paul Guggenheim/PDCO/PDCO on 02/08/2013 12:17 PM -----

From: Chuck Cohen <ccohen@benco.com>
To: Paul Guggenheim <paul.guggenheim@pattersondental.com>
Date: 02/08/2013 11:57 AM
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Thanks, best for success in 2013!

cfc

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 Benco Dental Company
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 295 Centerpoint Boulevard
 Pittston, PA. 18640
 Phone: 570.602.6811
 Cell: 570.407.1340
 E-mail: ccohen@benco.com
 Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

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Date: February 7, 2013, 9:22:27 AM PST
To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccohen@benco.com>, Patrick Ryan <pryan@benco.com>

Subject: Fwd: New Mexico Dental Cooperative purchasing.

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All the Best,

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datylor@benco.com

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Subject: FW: New Mexico Dental Cooperative purchasing.

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Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com

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Subject: New Mexico Dental Cooperative purchasing.

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office. Upon conclusion of this process we will have a Preferred Vendor List for everything from cotton rolls to credit card processing fees to janitorial services and everything in the middle.

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If you have any questions please feel free to contact me at this email (personal email address) or my office, 505-821-1430. If you call the office I will need to set up a time to have a phone conversation due to patient care. As many of you know from the past, I have not been easy accessible b/c of the amount of sales persons that have wanted to work with our 3 to 5 offices. For the Co-op I will be 100% available to anyone wishing communicate and our personal corporations will only purchase with Preferred CO-OP Vendors.

--

Brenton Mason DMD

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CX0092

From: Misiak, David
Sent: Wednesday, February 27, 2013 4:58 PM
To: Guggenheim, Paul
Subject: Fw: Scanned image from Patterson Dental

Paul,

Attached is an RFP from a dentist who's formed a Co-op. I've coached Anthony on how to stay out of this with grace. I'm concerned that Schein and Benco sneak into these co-op bids and deny it. Let's discuss if you are in tomorrow.

Dave

Dave Misiak
Vice President, Sales
Patterson Dental
Phone 651.686.1652

----- Forwarded by David Misiak/PDCO/PDCO on 02/27/2013 04:54 PM -----

From: Anthony Fruehauf/PDCO/PDCO
To: David Misiak/PDCO/PDCO@PDCO
Date: 02/27/2013 10:02 AM
Subject: Fw: Scanned image from Patterson Dental

Dave

I have attached an RFP that the GPO in Chesapeake will be sending out. I have had numerous discussions with Devon about our position and what it could mean if we set a precedent of offering lower prices to groups such as this. Devon is on board and understands our position. His concern was more of how he would be judged if we lost a big chunk of business. I assured him we were behind his efforts to maintain our Value Add strategy and to use this as an opportunity to deliver the best service, sundries and equipment to our customers that are aligned with our "Why".

If you can think of any guidance I can offer it would be appreciated. We will continue to tell our story and focus on profitable growth in our region. Thanks

Anthony Fruehauf
Mid-Atlantic Region Manager
Patterson Dental
919-877-8434 office
919-523-4335 cell
919-876-4153 fax

----- Forwarded by Anthony Fruehauf/PDCO/PDCO on 02/27/2013 10:56 AM -----

From: Devon Nease/PDCO/PDCO
To: "Anthony Fruehauf" <louis.fruehauf@pattersondental.com>
Date: 02/27/2013 10:07 AM
Subject: Fwd: Scanned image from Patterson Dental

Devon Nease
Patterson Dental

Begin forwarded message:

From: "767.Branch@pattersondental.com" <767.Branch@pattersondental.com>
To: devon.nease@pattersondental.com
Subject: Scanned image from Patterson Dental

Reply to: 767.Branch@pattersondental.com <767.Branch@pattersondental.com>
Device Name: Patterson Dental
Device Model: MX-4110N
Location: Not Set

File Format: PDF (Medium)
Resolution: 200dpi x 200dpi

Attached file is scanned image in PDF format.

Use Acrobat(R)Reader(R) or Adobe(R)Reader(R) of Adobe Systems Incorporated to view the document.

Adobe(R)Reader(R) can be downloaded from the following URL:

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<http://www.adobe.com/>



767.Branch@patter
sondental.com...

- [767.Branch@pattersondental.com_20130227_095445.pdf](#)

- I. General Overview
 - a. Introduction to Atlantic Dental Care, PLC
 - b. Goals and Objectives
 - c. Purpose of the Request for Proposal (RFP)

- II. Proposal Requirements
 - a. General Requirements
 - b. Point of Contact
 - c. Confidentiality
 - d. Timeline and Deadlines
 - e. Proposal Format
 - f. Innovation
 - g. Billing and Delivery
 - h. Account Representation
 - i. Presentations

Questions

1) How will final decisions be made, by who, what's the process?

Supply #

Patterson - 650,000

Schein - 450,000

Dr Fernandez wants top 90-100 products sold by Patterson by category with 2-3 options for popular items. format in excell spread sheet.

need to outline what changes will affect these practices if they do all business w/ competitor

I. General Overview

a. Introduction to Atlantic Dental Care, PLC

Atlantic Dental Care, PLC (ADC) was formed in 2012 by a group of general dentists in the Southeastern region of Virginia. These dentists were looking to preserve their autonomy and independent practice and take advantage of the economy of scale that a large corporate or group practice enjoys.

ADC is composed of 53 member and associate dentists practicing in 32 separate locations (divisions.) These dentists are leaders of the profession on local and state levels and membership is closely regulated to ensure that the highest standards of care are maintained.

ADC divisions purchased more than 3.5 million dollars' worth of supplies, equipment, and repair orders from dental distributors in 2012.

b. Goals and Objectives

The primary goals and objectives of the Procurement Committee (PC) of ADC are to: (1) Obtain dental supplies, equipment, and services for the absolute lowest cost and the highest quality, (2) establish a strategic sourcing partnership with selected distributor(s), and (3) ensure our division's supply and operations needs are met by our contracted partners.

c. Purpose of the Request for Proposal (RFP)

The purpose of this RFP is to establish a cost effective agreement which satisfies our divisions' procurement requirements and provides a vehicle to acquire dental supplies, equipment and repair services. ADC reserves the right to make a single agreement or multiple agreements when in the best interest of our divisions.

II. Proposal Requirements

a. General Requirements

The PC has identified the following factors that are important in evaluating the merits of an agreement:

1. On time delivery and related services - i.e. repair, maintenance, etc.
2. Aggressively priced solutions that provide increased discounts and lower overall cost.
3. Value-added services, availability of on-line catalogs, availability of E-commerce options, advanced billing options, inventory control options, rebate programs, etc.
4. Quality of products and services.

b. Point of Contact

All questions and correspondence relating to this RFP should be directed to:

Under no circumstances should any division be contacted without prior approval from the point of contact.

c. Confidentiality

All documents submitted to ADC and discussions relating to pricing are considered confidential according to the agreement (Appendix I.)

d. Timeline and Deadlines

Proposals must be returned by March 15, 2013.

e. Proposal Format

Proposal documents should be submitted by email to the point of contact. The respondent should provide specific pricing for popular brand items listed in Appendix II, to include manufacturer and delivery quantity structure. This should be provided in a Microsoft Excel spreadsheet listing the manufacturer, part or product number, list price, and extended price. ADC recommends that a respondent's initial proposal reflect its most favorable terms. ADC reserves the right to negotiate with any respondent(s) before its final decision and/or to request additional information or clarification on any matter included in the proposal. Pricing discounts and structure for all dental supplies not specifically listed should be addressed as completely as possible. The PC recommends that list price be included for discussion and no price offered be greater than any current price currently paid by any division. The proposal should also provide equipment repair rates (all applicable fees including visit charges and hourly rates), pricing structure for parts, repair time guarantees, major equipment purchase considerations and any other information the respondent believes should be considered for review.

f. Innovation

Innovative ideas, new concepts, and alternative partnership arrangements are encouraged to be presented. For example, these might include unique business features, special services, discounts or terms and conditions unique to each respondent.

- g. **Billing and Delivery**
Each Division must be billed separately and supplies delivered to their address of choice.
- h. **Account Representation**
Every attempt should be made to maintain current account representation to service each division.

APPENDIX I

APPENDIX II

1. Gloves
2. Paper towels
3. Bracket table covers
4. Plastic cups
5. Suction tips
6. Three way syringe tips
7. Patient napkins
8. Local anesthesia
9. Burs (carbide and diamond)
10. Disinfecting wipes
11. Hand soap
12. Disposable Prophy angles
13. Plastic x-ray holders for digital
14. Plastic x-ray covers / sleeves for x-rays
15. Alginate
16. Impregum and PVS impression materials
17. Temporary restoration material
18. Composite
19. Bonding system
20. Cement / bonding for C&B
21. Endo hand files
22. Triple trays
23. Needles
24. 2 x 2 gauze pads
25. Cotton swabs

CX0093

From: Misiak, David
Sent: Wednesday, February 27, 2013 5:26 PM
To: Fruehauf, Louis
Subject: *Confidential: Re: Fw: Scanned Image from Patterson Dental
BCC : Guggenheim, Paul

Anthony,

Let's have Chesapeake be a beta branch for the Game Changer program. It's a new, aggressive program to help the Drs. grow their business with new patients and increased cases acceptance in return for incremental merchandise business. Please call Jenny McNamara and set up a 90 minute webinar for you and Devon with Tim Rogan. He will review the program then you and Devon can launch it in the branch. It's a lucrative program for the office and leadership and accountability are the keys for it to work.

These co op situations can be very challenging so stay connected. You may have to help him at the meeting communicate our position verbally to the reps. It's in their best interest long term as well not to take our business in that direction. When I get these calls directly I politely say that I appreciate the opportunity, but currently we do participate with group purchasing organizations. Be cautious so that reps don't miss communicate our position.

Continue to help Devon stay out of this with grace. Adding value is the absolute key. Regarding his concern, Devon will be judged very kindly if he leads through this and helps the customers and reps grow their business.

Confidential and not for discussion ..our 2 largest competitors stay out of these as well. If you hear differently and have specific proof please send that to me.

Dave

Dave Misiak
Vice President, Sales
Patterson Dental
Phone 651.686.1652

From: Anthony Fruehauf/PDCO/PDCO
To: David Misiak/PDCO/PDCO@PDCO
Date: 02/27/2013 10:02 AM
Subject: Fw: Scanned image from Patterson Dental

Dave

I have attached an RFP that the GPO in Chesapeake will be sending out. I have had numerous discussions with Devon about our position and what it could mean if we set a precedent of offering lower prices to groups such as this. Devon is on board and understands our position. His concern was more of how he would be judged if we lost a big chunk of business. I assured him we were behind his efforts to maintain our Value Add strategy and to use this as an opportunity to deliver the best service, sundries and equipment to our customers that are aligned with our "Why".

If you can think of any guidance I can offer it would be appreciated. We will continue to tell our story and focus on profitable growth in our region. Thanks

Anthony Fruehauf
Mid-Atlantic Region Manager
Patterson Dental
919-877-8434 office
919-523-4335 cell
919-876-4153 fax

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From: Devon Nease/PDCO/PDCO
To: "Anthony Fruehauf" <louis.fruehauf@pattersondental.com>
Date: 02/27/2013 10:07 AM
Subject: Fwd: Scanned image from Patterson Dental

Devon Nease
Patterson Dental

Begin forwarded message:

From: "767.Branch@pattersondental.com" <767.Branch@pattersondental.com>
To: devon.nease@pattersondental.com
Subject: Scanned image from Patterson Dental

Reply to: 767.Branch@pattersondental.com <767.Branch@pattersondental.com>
Device Name: Patterson Dental
Device Model: MX-4110N
Location: Not Set

File Format: PDF (Medium)
Resolution: 200dpi x 200dpi

Attached file is scanned image in PDF format.
Use Acrobat(R)Reader(R) or Adobe(R)Reader(R) of Adobe Systems Incorporated to view the document.
Adobe(R)Reader(R) can be downloaded from the following URL:
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<http://www.adobe.com/>



767.Branch@patter
sondental.com...

- 767.Branch@pattersondental.com_20130227_095445.pdf

CX0095

From: Guggenheim, Paul
Sent: Thursday, June 06, 2013 6:03 PM
To: Chuck Cohen
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

BCC : Nease, Devon;Misiak, David;Rogan, Tim

Chuck,

I hope all is going well with you and the Family. Summer is upon us although in Minnesota it still seems like winter was in California. Reflecting back on our conversation earlier this year, could you shed some light on your business agreement with Atlantic Dental Care? I understand they are a group of 55 dentists in and around Chesapeake Va. being led by a practice management consultant that your team has signed a supply agreement with. I'm wondering if your position on buying groups is still as you articulated back in February?

Let me know your thoughts....Sometimes these things grow legs without our awareness!

Best to you, Rick and Larry.

Sincerely,

Paul.

Paul A. Guggenheim
 President
 Patterson Dental Supply

From: Chuck Cohen <ccohen@benco.com>
To: Paul Guggenheim <paul.guggenheim@pattersondental.com>,
Date: 02/08/2013 11:57 AM
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Hope things are going well at Patterson. Just saw Sirona's strong results, good sign for you.

Just wanted to let you know about some noise I've picked up from New Mexico. FYI: Our policy at Benco is that we do not recognize, work with, or offer discounts to buying groups (though we do work with corporate accounts) and our team understands that policy.

Thanks, best for success in 2013!

cfc

Charles F. Cohen
 Benco Dental Company

'We deliver success, smile after smile.'

295 Centerpoint Boulevard

Pittston, PA. 18640

Phone: 570.602.6811

Cell: 570.407.1340

E-mail: ccohen@benco.com

Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

Begin forwarded message:

From: Don Taylor <dtaylor@benco.com>

Date: February 7, 2013, 9:22:27 AM PST

To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccohen@benco.com>, Patrick Ryan <pryan@benco.com>

Subject: Fwd: New Mexico Dental Cooperative purchasing.

Gents, will you please read the bottom if this e-mail? I'd like to connect for just a couple if minutes to get your feedback and coaching on this. Thank you.

All the Best,

Don Taylor

303 548 9475

dataylor@benco.com

Begin forwarded message:

From: Mike Trimble <mtrimble@benco.com>

Date: February 6, 2013, 11:36:03 AM PST

To: Don Taylor <dtaylor@benco.com>

Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: Stewart Hanley <shanley@benco.com>

Date: February 6, 2013, 9:59:05 AM PST

To: Mike Trimble <mtrimble@benco.com>

Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: "Bergman, Brandon" <Brandon.Bergman@henryschein.com>

Date: February 6, 2013 9:54:15 AM GMT-08:00

To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com

From: Michael Stanislawski [<mailto:MStanislawski@midmark.com>]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislawski

Territory Manager

Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislawski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443

From: brenton mason [<mailto:txdelphia@gmail.com>]

Sent: Monday, February 04, 2013 1:18 PM

To: John Shernock; clhoss@mmm.com; Marquita.Mason@dentsply.com; Adam.Ternan@sybrondental.com; Marni.StoneWalsh@voco.com; Todd_Cretors@gcamerica.com; Windi.Vigil@ivoclarvivadent.com; Reagan.Wheeler@sybrondental.com; JWeyenberg@hu-friedy.com; ruby.howley@us.sunstar.com; cherie.borer@rockymountainsalesassociates.com; JZaneis@PREMUSA.com; Mark.Rohan@us.acteongroup.com; Bob.Gess@sirona.com; dolsen5065@aol.com; Mike.Wilson@a-dec.com; Steven.Griffith@planmecausa.com; gmorton@dentalez.com; sconnolly@digidoc.com; jpdmonuco@aol.com; BrianDillonSales@Q.com; jamiehsacks@gmail.com; msherman@meisingerusa.com; dknoxpsa@gmail.com; lanid@crosstex.com; rbehbahani@septodonta.com; Sterling.Parker@sirona.com; wright.mc.1@pg.com; jason chapman; Frank Montoya; lisa.franks@ultradent.com; Charles Goodis; Jeff.Katt@pattersondental.com; Scott.Belcheff@pattersondental.com; robert lehm; Michael Stanislawski; plowe@axisdental.com; HJBinfo@bosworth.com; info@coltenewwhaledent.com; Crosstex@crosstex.com; gca_sales@gcamerica.com; info@hu-friedy.com; info@jmoritauusa.com; info@parkell.com; akegerise@premusa.com; domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com; customerservice@youngdental.com; brenton mason

Subject: New Mexico Dental Cooperative purchasing.

To All,

Frank Montoya, Jason Chapman and I are in the process of starting a dental Cooperative. Thus we are working together with our local private practice dental office owners to compete with the national large corporations in the dental field. We as small businesses are well aware of the studies showing the corporate dentistry role over the next 10 years. Furthermore, Walmart has provided us with a case study to evaluate the survival of the independent dental offices. Thus we have partnered with Patterson Dental to provide the individual office the same opportunities as the larger corporations. We as a group of 17 offices currently are expanding on weekly basis; Furthermore, we have doctors in our group from

every specialty participating in the co op.

We are inviting all dental manufactures and representative to a our vendors meeting March 13, 2013 at 6:00 pm. The location is Patterson Dental Branch in Albuquerque, NM. During this meeting we will do the following:

- I) explain our philosophies
- II) Have an open forum question and answer, I will take any and all questions and be available however long needed.
- III) Explain our bid seeking for the next 12 months.

April 1st our co op will start to formulate the Preferred Vendor list for dental supplies. Our Preferred Vendor list will be update annually following our annual vendor meeting. We highly encourage our co op members to support the manufactures whom best support our co op. At the present moment we have begun formulating the Preferred Vendor list for all aspect of running a dental office. Upon conclusion of this process we will have a Preferred Vendor List for everything from cotton rolls to credit card processing fees to janitorial services and everything in the middle.

Our goal was 50 dental offices. However, that will have to change, we just started this co op and have added 17 offices without any effort. We have changed our goal to 75 dental offices in Albuquerque and then will expand to all areas of New Mexico. Furthermore, we are putting together a doctors meeting to have a discussion about the co op to increase our current enrollment.

If you have any questions please feel free to contact me at this email (personal email address) or my office, 505-821-1430. If you call the office I will need to set up a time to have a phone conversation due to patient care. As many of you know from the past, I have not been easy accessible b/c of the amount of sales persons that have wanted to work with our 3 to 5 offices. For the Co-op I will be 100% available to anyone wishing communicate and our personal corporations will only purchase with Preferred CO-OP Vendors.

--

Brenton Mason DMD

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image002.png



image001.jpg



image003.jpg

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CX0096

From: Guggenheim, Paul
Sent: Monday, June 10, 2013 1:08 PM
To: Nease, Devon
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

yeah, I guess that does create a different situation as they would logically buy as one entity.

It's a little grey but I guess he has a point.

Paul

Paul A. Guggenheim
President
Patterson Dental Supply

From: Devon Nease/PDCO/PDCO
To: Paul Guggenheim/PDCO/PDCO@PDCO,
Date: 06/10/2013 09:57 AM
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

Paul,
So are they making an exception because they have legally merged? How do you feel about this?

Devon Nease
Chesapeake Branch Manager
Patterson Dental
(757) 382-4270 PH
(757) 382-4271 FX

From: Paul Guggenheim/PDCO/PDCO
To: Devon Nease/PDCO/PDCO
Date: 06/08/2013 11:47 AM
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Devon

Here is Chuck Cohen's reply to the Atlantic group....

Paul

Begin forwarded message:

From: "Chuck Cohen" <c Cohen@benco.com>
Date: June 8, 2013 5:16:49 AM PDT

To: "paul.guggenheim@pattersondental.com" <paul.guggenheim@pattersondental.com>
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Thanks for reaching out, I was at a board meeting yesterday & couldn't respond.

As we've discussed, we don't recognize buying groups. On the Atlantic Dental Care situation, here's our understanding after several in-depth conversations...

1. There are 32 practices that have legally merged together.
2. The new company is owned by the former practice owners.
3. They are in the process of rebranding all the offices Atlantic Dental Care.
4. They have a board of directors made up of some of the stakeholders that makes the decisions.

Although they're in the early stages of the process, we believe this meets our criteria for a large group practice. We've asked to see the merger documents once they are completed, to confirm that they've really become a legally merged entity, and we're going to continue monitoring the process to ensure that ADC delivers on their commitment to us. Happy to discuss in more detail, if you'd like.

Meanwhile, glad to hear that all's well with you & the family, and that you're enjoying the summer in Minnesota. As we speak, my folks are on a cruise across the Atlantic to celebrate their 50th anniversary; hopefully, one of them won't throw the other off the side of the ship.... ☺

All's good here, keep in touch, talk soon...

cfc

From: paul.guggenheim@pattersondental.com [mailto:paul.guggenheim@pattersondental.com]
Sent: Thursday, June 06, 2013 7:03 PM
To: Chuck Cohen
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

Chuck,

I hope all is going well with you and the Family. Summer is upon us although in Minnesota it still seems like winter was in California. Reflecting back on our conversation earlier this year, could you shed some light on your business agreement with Atlantic Dental Care? I understand they are a group of 55 dentists in and around Chesapeake Va. being led by a practice management consultant that your team has signed a supply agreement with. I'm wondering if your position on buying groups is still as you articulated back in February?

Let me know your thoughts....Sometimes these things grow legs without our awareness!

Best to you, Rick and Larry.

Sincerely,

Paul.

Paul A. Guggenheim

President
Patterson Dental Supply

From: Chuck Cohen <ccohen@benco.com>
To: Paul Guggenheim <paul.guggenheim@pattersondental.com>,
Date: 02/08/2013 11:57 AM
Subject: Fwd: New Mexico Dental Cooperative purchasing.

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Thanks, best for success in 2013!

cfc

Charles F. Cohen
Benco Dental Company
'We deliver success, smile after smile.'
295 Centerpoint Boulevard
Pittston, PA. 18640
Phone: 570.602.6811
Cell: 570.407.1340
E-mail: ccohen@benco.com
Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

Begin forwarded message:

From: Don Taylor <dtaylor@benco.com>
Date: February 7, 2013, 9:22:27 AM PST
To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccohen@benco.com>, Patrick Ryan <pryan@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Gents, will you please read the bottom if this e-mail? I'd like to connect for just a couple if minutes to get your feedback and coaching on this. Thank you.

All the Best,

Don Taylor
303 548 9475
dataylor@benco.com

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From: Mike Trimble <mtrimble@benco.com>
Date: February 6, 2013, 11:36:03 AM PST
To: Don Taylor <dtaylor@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

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To: Mike Trimble <mtrimble@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: "Bergman, Brandon" <Brandon.Bergman@henryschein.com>
Date: February 6, 2013 9:54:15 AM GMT-08:00
To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com

From: Michael Stanislawski [<mailto:MStanislawski@midmark.com>]
Sent: Monday, February 04, 2013 7:10 PM

To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislawski

Territory Manager

Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislawski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443

From: brenton mason [<mailto:txdelphia@gmail.com>]

Sent: Monday, February 04, 2013 1:18 PM

To: John Shernock; clhoss@mmm.com; Marquita.Mason@dentsply.com;
Adam.Ternan@sybrondental.com; Marni.StoneWalsh@voco.com; Todd_Cretors@gcamerica.com;
Windi.Vigil@ivoclarvivadent.com; Reagan.Wheeler@sybrondental.com; JWeyenberg@hu-friedy.com;
ruby.howley@us.sunstar.com; cherie.borer@rockymountainsalesassociates.com;
JZaneis@PREMUSA.com; Mark.Rohan@us.acteongroup.com; Bob.Gess@sirona.com;
dolsen5065@aol.com; Mike.Wilson@a-dec.com; Steven.Griffith@planmecausa.com;
gmorton@dentalez.com; sconnolly@digi-doc.com; jpdmonuco@aol.com; BrianDillonSales@Q.com;
jamiehsacks@gmail.com; msherman@meisingerusa.com; dknopxa@gmail.com; lanid@crosstex.com;
rbehbahani@septodonta.com; Sterling.Parker@sirona.com; wright.mc.l@pg.com; jason chapman;
Frank Montoya; lisa.franks@ultradent.com; Charles Goodis; Jeff.Katt@pattersondental.com;
Scott.Belcheff@pattersondental.com; robert lehm; Michael Stanislawski; plowe@axisdental.com;

HJBinfo@bosworth.com; info@coltenwhaledent.com; Crosstex@crosstex.com;
gca_sales@gcamerica.com; info@hu-friedy.com; info@jmoritauusa.com; info@parkell.com;
akegerise@premusa.com; domestic@sswhiteburs.com; customer-service@shofu.com;
infousa@voco.com; customerservice@youngdental.com; brenton mason

Subject: New Mexico Dental Cooperative purchasing.

To All,

Frank Montoya, Jason Chapman and I are in the process of starting a dental Cooperative. Thus we are working together with our local private practice dental office owners to compete with the national large corporations in the dental field. We as small businesses are well aware of the studies showing the corporate dentistry role over the next 10 years. Furthermore, Walmart has provided us with a case study to evaluate the survival of the independent dental offices. Thus we have partnered with Patterson Dental to provide the individual office the same opportunities as the larger corporations. We as a group of 17 offices currently are expanding on weekly basis; Furthermore, we have doctors in our group from every specialty participating in the co op.

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If you have any questions please feel free to contact me at this email (personal email address) or my office, 505-821-1430. If you call the office I will need to set up a time to have a phone conversation due to patient care. As many of you know from the past, I have not been easy accessible b/c of the amount of sales persons that have wanted to work with our 3 to 5 offices. For the Co-op I will be 100% available to anyone wishing communicate and our personal corporations will only purchase with Preferred CO-OP Vendors.

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Brenton Mason DMD

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CX0097

From: Guggenheim, Paul
Sent: Monday, June 10, 2013 4:49 PM
To: Anderson, Scott
Subject: Fw: New Mexico Dental Cooperative purchasing.

FYI.....

Paul A. Guggenheim
 President
 Patterson Dental Supply

----- Forwarded by Paul Guggenheim/PDCO/PDCO on 06/10/2013 01:12 PM -----

From: Paul Guggenheim/PDCO/PDCO
To: Chuck Cohen <ccohen@benco.com>
Date: 06/10/2013 01:12 PM
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

Sounds good Chuck, Just wanted to clarify where you guys stand.

Thanks for the follow up and send my love and congratulations to Larry and Sally upon their return. If someone goes overboard It would probably be Larry and he's a pretty strong swimmer!

All the best,

Paul

Paul A. Guggenheim
 President
 Patterson Dental Supply

From: Chuck Cohen <ccohen@benco.com>
To: "paul.guggenheim@pattersondental.com" <paul.guggenheim@pattersondental.com>
Date: 06/08/2013 07:16 AM
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Thanks for reaching out, I was at a board meeting yesterday & couldn't respond.

As we've discussed, we don't recognize buying groups. On the Atlantic Dental Care situation, here's our understanding after several in-depth conversations...

1. There are 32 practices that have legally merged together.
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Although they're in the early stages of the process, we believe this meets our criteria for a large group practice. We've asked to see the merger documents once they are completed, to confirm that they've really become a legally merged entity, and we're going to continue monitoring the process to ensure that ADC delivers on their commitment to us. Happy to discuss in more detail, if you'd like.

Meanwhile, glad to hear that all's well with you & the family, and that you're enjoying the summer in Minnesota. As we speak, my folks are on a cruise across the Atlantic to celebrate their 50th anniversary; hopefully, one of them won't throw the other off the side of the ship.... ☺

All's good here, keep in touch, talk soon...

cfc

From: paul.guggenheim@pattersondental.com [mailto:paul.guggenheim@pattersondental.com]
Sent: Thursday, June 06, 2013 7:03 PM
To: Chuck Cohen
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

Chuck,

I hope all is going well with you and the Family. Summer is upon us although in Minnesota it still seems like winter was in California. Reflecting back on our conversation earlier this year, could you shed some light on your business agreement with Atlantic Dental Care? I understand they are a group of 55 dentists in and around Chesapeake Va. being led by a practice management consultant that your team has signed a supply agreement with. I'm wondering if your position on buying groups is still as you articulated back in February?

Let me know your thoughts... Sometimes these things grow legs without our awareness!

Best to you, Rick and Larry.

Sincerely,

Paul.

Paul A. Guggenheim
 President
 Patterson Dental Supply

From: Chuck Cohen <ccohen@benco.com>
 To: Paul Guggenheim <paul.guggenheim@pattersondental.com>
 Date: 02/08/2013 11:57 AM
 Subject: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Hope things are going well at Patterson. Just saw Sirona's strong results, good sign for you.

Just wanted to let you know about some noise I've picked up from New Mexico. FYI: Our policy at Benco is that we do not recognize, work with, or offer discounts to buying groups (though we do work with corporate accounts) and our team understands that policy.

Thanks, best for success in 2013!

cfc

 Charles F. Cohen
 Benco Dental Company
 'We deliver success, smile after smile.'
 295 Centerpoint Boulevard
 Pittston, PA. 18640
 Phone: 570.602.6811
 Cell: 570.407.1340
 E-mail: ccohen@benco.com
 Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

Begin forwarded message:

From: Don Taylor <dtaylor@benco.com>
Date: February 7, 2013, 9:22:27 AM PST
To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccohen@benco.com>, Patrick Ryan <pryan@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Gents, will you please read the bottom of this e-mail? I'd like to connect for just a couple of minutes to get your feedback and coaching on this. Thank you.

All the Best,

Don Taylor
 303 548 9475
datylor@benco.com

Begin forwarded message:

From: Mike Trimble <mtrimble@benco.com>
Date: February 6, 2013, 11:36:03 AM PST
To: Don Taylor <dtaylor@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: Stewart Hanley <shanley@benco.com>
Date: February 6, 2013, 9:59:05 AM PST

To: Mike Trimble <mtrimble@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: "Bergman, Brandon" <Brandon.Bergman@henryschein.com>
Date: February 6, 2013 9:54:15 AM GMT-08:00
To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com

From: Michael Stanislawski [<mailto:MStanislawski@midmark.com>]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislawski

Territory Manager

Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislawski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443

From: brenton mason [<mailto:txdelphia@gmail.com>]

Sent: Monday, February 04, 2013 1:18 PM

To: John Shernock; clhoss@mmm.com; Marquita.Mason@dentsply.com; Adam.Ternan@sybrondental.com; Marni.StoneWalsh@voco.com; Todd.Cretors@gcamerica.com; Windi.Vigil@ivoclarvivadent.com; Reagan.Wheeler@sybrondental.com; JWeyenberg@hu-friedy.com; ruby.howley@us.sunstar.com; cherie.borer@rockymountainsalesassociates.com; JZaneis@PREMUSA.com; Mark.Rohan@us.acteongroup.com; Bob.Gess@sirona.com; dolsen5065@aol.com; Mike.Wilson@a-dec.com; Steven.Griffith@planmecausa.com; gmorton@dentalez.com; sconnolly@digi-doc.com; jpdmonuco@aol.com; BrianDillonSales@Q.com; jamihsacks@gmail.com; msherman@meisingerusa.com; dknoxpsa@gmail.com; lanid@crosstex.com; rbehbahani@septodonta.com; Sterling.Parker@sirona.com; wright.mc.1@pg.com; jason chapman; Frank Montoya; lisa.franks@ultradent.com; Charles Goodis; Jeff.Katt@pattersondental.com; Scott.Belcheff@pattersondental.com; robert lehm; Michael Stanislawski; plowe@axisdental.com; HJBinfo@bosworth.com; info@coltenewhaledent.com; Crosstex@crosstex.com; gca_sales@gcamerica.com; info@hu-friedy.com; info@jmoritauusa.com; info@parkell.com; akegerise@premusa.com; domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com; customerservice@youngdental.com; brenton mason

Subject: New Mexico Dental Cooperative purchasing.

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CX0098

From: Guggenheim, Paul
Sent: Monday, June 10, 2013 4:49 PM
To: McFadden, Neal
Subject: Fw: New Mexico Dental Cooperative purchasing.

Paul A. Guggenheim
 President
 Patterson Dental Supply

----- Forwarded by Paul Guggenheim/PDCO/PDCO on 06/10/2013 01:14 PM -----

From: Paul Guggenheim/PDCO/PDCO
To: Chuck Cohen <ccohen@benco.com>
Date: 06/10/2013 01:12 PM
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

Sounds good Chuck, Just wanted to clarify where you guys stand.

Thanks for the follow up and send my love and congratulations to Larry and Sally upon their return. If someone goes overboard it would probably be Larry and he's a pretty strong swimmer!

All the best,

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From: Chuck Cohen <ccohen@benco.com>
To: "paul.guggenheim@pattersondental.com" <paul.guggenheim@pattersondental.com>
Date: 06/08/2013 07:16 AM
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

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All's good here, keep in touch, talk soon...

cfc

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Sent: Thursday, June 06, 2013 7:03 PM
To: Chuck Cohen
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 To: Paul Guggenheim <paul.guggenheim@pattersondental.com>
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 Subject: Fwd: New Mexico Dental Cooperative purchasing.

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 Pittston, PA. 18640
 Phone: 570.602.6811
 Cell: 570.407.1340
 E-mail: ccoehen@benco.com
 Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

Begin forwarded message:

From: Don Taylor <dtaylor@benco.com>
Date: February 7, 2013, 9:22:27 AM PST
To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccoehen@benco.com>, Patrick Ryan <pryan@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

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datylor@benco.com

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Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com

From: Michael Stanislawski [mailto:MStanislawski@midmark.com]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

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Mike Stanislawski

Territory Manager

Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislawski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443

From: brenton mason [<mailto:txdelphia@gmail.com>]

Sent: Monday, February 04, 2013 1:18 PM

To: John Shernock; clhoss@mmm.com; Marquita.Mason@dentsply.com; Adam.Ternan@sybrondental.com; Marni.StoneWalsh@voco.com; Todd.Cretors@gcamerica.com; Windi.Vigil@ivoclarvivadent.com; Reagan.Wheeler@sybrondental.com; JWeyenberg@hu-friedy.com; ruby.howley@us.sunstar.com; cherie.borer@rockymountainsalesassociates.com; JZaneis@PREMUSA.com; Mark.Rohan@us.acteongroup.com; Bob.Gess@sirona.com; dolsen5065@aol.com; Mike.Wilson@a-dec.com; Steven.Griffith@planmecausa.com; gmorton@dentalez.com; sconnolly@digi-doc.com; jpdmonuco@aol.com; BrianDillonSales@Q.com; jamiehsacks@gmail.com; msherman@meisingerusa.com; dknoxpsa@gmail.com; lanid@crosstex.com; rbehbahani@septodonta.com; Sterling.Parker@sirona.com; wright.mc.l@pg.com; jason chapman; Frank Montoya; lisa.franks@ultradent.com; Charles Goodis; Jeff.Katt@pattersondental.com; Scott.Belcheff@pattersondental.com; robert lehm; Michael Stanislawski; plowe@axisdental.com; HJBinfo@bosworth.com; info@coltenewhaledent.com; Crosstex@crosstex.com; gca_sales@gcamerica.com; info@hu-friedy.com; info@jmoritausa.com; info@parkell.com; akegerise@premusa.com; domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com; customerservice@youngdental.com; brenton mason

Subject: New Mexico Dental Cooperative purchasing.

To All,

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CX0101

Subject: Call Chuck Cohen Re: TDA Perks letter
Categories: Calls
Priority: Normal
Status: Completed
Percent Complete: 100%
Start Date: Tue 4/22/2014 6:00:00 PM
Due Date: Tue 4/22/2014 6:00:00 PM
Owner: Guggenheim, Paul
FW: TDA Perks letter

CX0106

From: Rogan, Tim
Sent: Sunday, August 04, 2013 11:08 AM
To: McFadden, M
Cc: Misiak, David; Killian, Josh
Subject: Re: Fw: GPO Request

Neal,

We don't need GPO's in the dental business. Schein, Benco, and Patterson have always said no. I believe it is our duty to uphold this and protect this great industry.

My two cents...

Sincerely,

Tim E. Rogan
Vice President of Marketing, Merchandise
Patterson Dental

From: Neal McFadden/PDCO/PDCO
To: David Misiak/PDCO/PDCO@PDCO, Tim Rogan/PDCO/PDCO@PDCO, Josh Killian/PDCO/PDCO@PDCO,
Date: 08/02/2013 10:46 AM
Subject: Fw: GPO Request

I know in the past we have said no

Is it worth it to explore GPO????????

Should we ask the RM's the amount of request they get? - I used to get 1 per month in the SE

just wondering

Hope the fishing was good

Isabel and I scoured the whole area for housing - got it narrowed down to St. Paul area - Minneapolis is not conducive for us - grocery store, etc..... I am back up the 12th.

Have a good weekend

Neal McFadden
President Special Markets
105-G Ben Hamby Drive
Greenville, SC 29681
O- 864-676-0333
F- 864-676-0041

----- Forwarded by Neal McFadden/PDCO/PDCO on 08/02/2013 11:33 AM -----

From: Craig Marian/PMED/PDCO
To: Neal McFadden/PDCO/PDCO@PDCO,
Cc: tom.barton@pattersonmedical.com
Date: 08/01/2013 09:53 PM
Subject: GPO Request

Hi Neal,

First off let me congratulate you on your new position! We met just over a year ago with Alain Carles at the Dental Branch in Fort Lauderdale (he was nice enough to let us deliver some equipment there for University of Miami) I now work with the National Accounts department in Patterson Medical and was told you would be a good contact to reach out to when I get request from my large groups within a GPO. Just this week I was meeting with a customer in Ashville NC. called the Western North Carolina Health Network and they are under the GPO Premier.

Tim Bugg is their SVP of contracting and during my meeting the subject of Dental was brought up, he claims they have a large amount of dentist in their group and currently are doing business with Patterson. He would like to have a contact that he can reach out to and setup a formal agreement as Henry Schein has been in his office looking to sign an agreement with them. His contact information is below. Please let me know if you have any questions and congratulations again!!

Tim Bugg
SVP Contracting
Western NC Health Network
828-418-5025
tim.bugg@wnchn.org

Craig Marian
Corporate Account Manager, East Region
Patterson Medical
305-807-4121 Cell
786-522-8071 Fax
craig.marian@pattersonmedical.com

CX0112

From: Rogan, Tim
Sent: Tuesday, January 21, 2014 9:48 PM
To: Misiak, David
Subject: Re: Texas

That sucks. You should call him. "Thought I could trust you" type of conversation.

Sent from my iPhone

On Jan 21, 2014, at 8:59 PM, "David Misiak" <david.misiak@pattersondental.com> wrote:

He already told me they were out. Full blown!

Sent from my iPhone

Begin forwarded message:

From: "Steck, Dave" <Dave.Steck@henryschein.com>
Date: January 21, 2014 at 5:23:34 PM CST
To: "Dave Misiak" <david.misiak@pattersondental.com>
Subject: Texas

Hi Dave, I'll be calling you to let you know about our decision on the matter we recently discussed in the next couple of days.

Hope all is well with you,

Dave

Vice President & General Manager
Henry Schein Dental
10920 West Lincoln Ave
West Allis, WI 53227
414.290.2568

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CX0149

From: McFadden, Neal
Sent: Tuesday, August 05, 2014 2:28 PM
To: Misiak, Dave;Guggenheim, Paul
Subject: Fwd: Smile Source Press Release
Attachments: image001.jpg; image002.jpg; image003.jpg; image004.jpg; image005.jpg; image006.png

FYI

Neal McFadden
President Special Markets
Patterson Dental
Cell 864-346-7209

Sent from my iPhone

Begin forwarded message:

From: Dentalsalespro <dentalsalespro@gmail.com>
Date: August 5, 2014 at 2:20:27 PM CDT
To: Elliott Carson <elliott.carson@pattersondental.com>
Cc: Neal McFadden <neal.mcfadden@pattersondental.com>
Subject: Fwd: Smile Source Press Release

Here you go. Pretty much what you thought. A lot like Orthosynthetics

Bill Neumann
Sent from my iPad protected by iBarrier

Begin forwarded message:

From: Andy Goldsmith <agoldsmith@smilesorce.com>
Date: August 5, 2014 at 11:13:37 AM CDT
To: Dentalsalespro <dentalsalespro@gmail.com>
Subject: RE: Smile Source Press Release

Thanks Bill

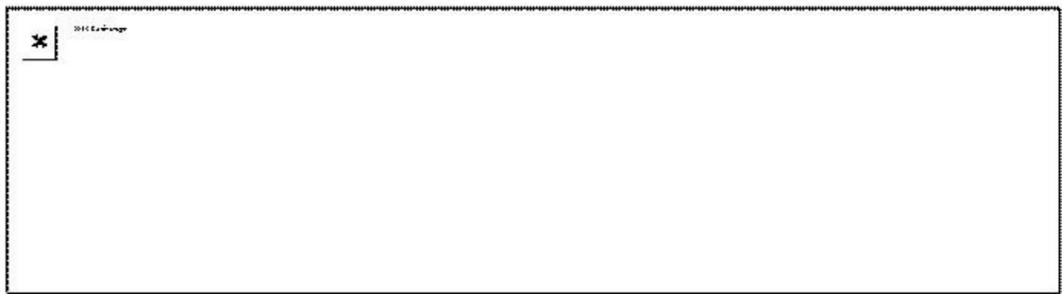
We are structured as a franchise.

We do some buying but in general we drive a formulary of specific products, manufacturers and dealers and then the doctor chooses – so far we have seen a 93% conversion to our vendors and have been able to prove that we can shift share.

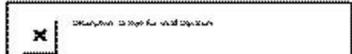
Now with 300 more locations we are going to continue to shift share.

Hope you enjoy the lovely weather in Minnesota - Andy

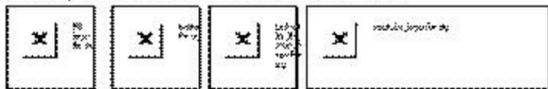
Enriching lives by enabling independent dentists to reach their full potential



ANDREW M. GOLDSMITH, DDS, DICOI, FIALD
Chief Dental Officer/ VP Vendor Relations



Smile Source® Member Support Center
23824 Highway 59 North
Kingwood, Texas 77339
T: 281-359-2344
C: 719-201-0705
F: 281-312-1153
agoldsmith@smilesource.com
www.smilesource.com
Click here for more information



From: Dentalsalespro [mailto:dentalsalespro@gmail.com]
Sent: Tuesday, August 05, 2014 11:11 AM
To: Andy Goldsmith
Subject: Re: Smile Source Press Release

Hey

At Patterson.

Do you guys purchase as SmileSource or do you negotiate and the. Or does individual's office buys.

Bill Neumann
Sent from my iPad protected by iBarrier

On Aug 4, 2014, at 12:19 PM, Andy Goldsmith <agoldsmith@smilesource.com> wrote:

FYI...

Enriching lives by enabling independent dentists to reach their full potential

<image001.jpg>

ANDREW M. GOLDSMITH, DDS, DICOI, FIALD
Chief Dental Officer/ VP Vendor Relations

<image002.jpg>

Smile Source® Member Support Center
23824 Highway 59 North
Kingwood, Texas 77339
T: 281-359-2344
C: 719-201-0705
F: 281-312-1153

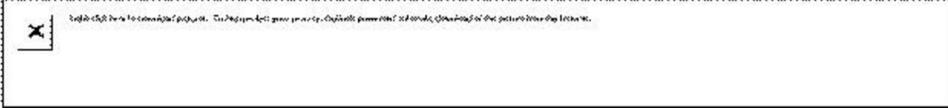
agoldsmith@smilesource.com

www.smilesource.com

Click here for more information

<image003.jpg> <image004.jpg> <image005.jpg> <image006.png>

From: Smile Source [mailto:cjoshua@smilesource.com]
Sent: Monday, August 04, 2014 11:28 AM
To: agoldsmith@smilesource.com
Subject: Smile Source Press Release

	
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Media Contact: FOR IMMEDIATE RELEASE
 Bryan D. Pinciario
 SVP and CMO - Smile Source®
 904-631-7833
bpinciario@visionsource.com

Smile Source Joins Forces with The Academy of Comprehensive Esthetics (A.C.E.) to Provide More Patients with Innovative Dental Care

Growing needs of independent dental clinicians demands strategic alliance & growth

Kingwood, TX. August 4, 2014: Texas-based dental alliance, Smile Source, has signed an agreement with The Academy of Comprehensive Esthetics (A.C.E.). In this agreement Smile Source will continue to offer strategic marketing, growth tools and services to empower independent dentists to reach their full potential, and now has increased their offering to member dentists with a more robust educational platform and an extensive online community. Both organizations are dedicated to sharing best practices and providing signature dental care to their patients by some of the top, independent dental clinicians around the country. Smile Source and A.C.E. will collectively account for an online community of over 11,000 dentists, dental professionals, and dental auxiliaries with over 400 dental locations in the United States, making them the largest independent alliance of dentists.

"Our mission at ACE has always been to bring together a community of dedicated dental professionals who strive to provide excellent patient care and who, through education, camaraderie, sharing of information & mentoring both in person & online, help each other succeed in the business of dentistry and life. Our partnership with Smile Source allows us to continue that mission with increased resources and value to our members," Dr. Mike Maroon, A.C.E. co-founder noted.

Smile Source President, Trevor Maurer commented, "At Smile Source, one of the key factors in the success of our members is access to more patients through strategic marketing and to offer the most relevant and cutting-edge education, staff training, practice management and lowest cost of goods in the industry allowing our members to better compete and to remain independent. A.C.E. members will now be able to leverage another strategic advantage by bringing them together with even more of the most influential dentists in the country. By doing so, we will have a world class environment focused on innovation, collaboration and managing health care through industry leading dental care."

Smile Source member, Clinical Advisor and A.C.E. Board member Dr. Gary Radz commented, "This is a historic day in dentistry as the largest, independent alliance of dentists in the U.S. is

fomally announced, as both groups collectively operate together. This group of industry leaders, in unison, will continue to thrive and innovate dentistry by preserving independent dentistry with innovative dental care to more patients, who rely on their smiles each and every day."

A.C.E. Chief Operating Officer, Dr. Tom Hedge stated, "Now that A.C.E. has affiliated with Smile Source, together we will be one of the most influential communities of dedicated dental professionals in the world who strive to provide excellent patient care through world class marketing, staff training and education, camaraderie, best practice sharing, mentoring both in person & online, will help each other to succeed as independent doctors of dentistry for many years to come."

In addition to working together daily the rest of 2014 ensuring smooth transitions for all members, the first co-branded national meeting will be in Phoenix in April 2015. This event called the Smile Source Exchange meeting, will feature speakers such as Ross Nash D.D.S., Omer Reed D.D.S, Gary Radz D.D.S., and Trent Smallwood D.D.S., among others.

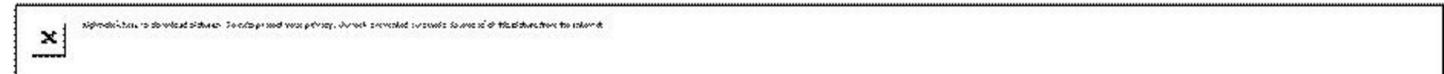
ABOUT SMILE SOURCE

Founded in 2006, Smile Source is a network of signature dental care providers who are some of the most elite and progressive dentists in the country. The clinicians in the Smile Source network enjoy a wide range of marketing strategies and tools, innovative technologies, practice management systems and unsurpassed purchasing power. Leveraging these tools, the clinicians offer comprehensive oral examinations to their patients delivering an industry leading patient experience. For more information, call 888-890-9990 or visit www.smilesource.com.

ABOUT THE ACADEMY OF COMPREHENSIVE ESTHETICS (A.C.E.)

The Academy of Comprehensive Esthetics (A.C.E.) was founded in 2003. The company provides educational seminars and events for the entire dental team. They also provide an extensive dental online community for dental professionals. Doctors, hygienists, all team members, technicians and service professionals communicate on a daily basis, sharing information on cases, techniques, products and services among others. This network has grown to over 11,000 members worldwide and is consistently growing.

###



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Vision Source | 23824 Highway 59 North | Kingwood | TX | 77339

CX0158

From: Desportes, Perrin
Sent: Friday, September 06, 2013 5:13 AM
To: Trexler, Matthew
Subject: Fw: Special Markets Announcement

Read the attachment and let's try to catch up at some point today. i don't think this is anything to worry about at this point.

Perrin DesPortes
 Branch Sales Manager, Charlotte NC
 Patterson Dental Company
 (P) 704.849.4520
 (F) 704.844.1097

----- Forwarded by Perrin Desportes/PDCO/PDCO on 09/06/2013 06:11 AM -----

From: Neal McFadden/PDCO/PDCO
To: Roy Fruehauf/PDCO/PDCO@PDCO, Marc Holsborg/PDCO/PDCO@PDCO, Theodore Vlamis/PDCO/PDCO@PDCO, Jeffrey I Wiseman/PDCO/PDCO@PDCO, James Weeks/PDCO/PDCO@PDCO, Shandra Martinez/PDCO/PDCO@PDCO, Dan Crawford Fruehauf/PDCO/PDCO@PDCO, Perrin Desportes/PDCO/PDCO@PDCO, Tom McGuire/PDCO/PDCO@PDCO, Stephen Bartl Nease/PDCO/PDCO@PDCO, Bob Muniz/PDCO/PDCO@PDCO, Michelle Wilson/PDCO/PDCO@PDCO, Christian Fehling/PDCO Holladay/PDCO/PDCO@PDCO, Scott Belcheff/PDCO/PDCO@PDCO, Chad Bushman/PDCO/PDCO@PDCO, Dan Reinhardt/ Goldman/PDCO/PDCO@PDCO, Rick Cacciatore/PDCO/PDCO@PDCO, Scott Fossen/PDCO/PDCO@PDCO, Nicholas Abruzzo O'Donnell/PDCO/PDCO@PDCO, Rex Plamann/PDCO/PDCO@PDCO, Darlene Files/PDCO/PDCO@PDCO, Josh Goldschmidt Lunaas/PDCO/PDCO@PDCO, George Aube/PDCO/PDCO@PDCO, John Kusnarowis/PDCO/PDCO@PDCO, Glenn Frank/PL Stewart/PDCO/PDCO@PDCO, Ernesto Figueroa/PDCO/PDCO@PDCO, Cory Hanks/PDCO/PDCO@PDCO, Trevor Long/PDCO Landon Parker/PDCO/PDCO@PDCO, John Soderberg/PDCO/PDCO@PDCO, Mindy Montoya/PDCO/PDCO@PDCO, Michael Blake/PDCO/PDCO@PDCO, Cameron Elrod/PDCO/PDCO@PDCO, Danial Redifer/PDCO/PDCO@PDCO, Pat Crowley/PDCO VanAntwerp/PDCO/PDCO@PDCO, David Ferguson/PDCO/PDCO@PDCO, Dick Ruder/PDCO/PDCO@PDCO, Bob Ingersoll/ Earnhart/PDCO/PDCO@PDCO, Terry Gilchrest/PDCO/PDCO@PDCO, Chris Counce/PDCO/PDCO@PDCO, Jon Fidler/PDCO Ben Guinn/PDCO/PDCO@PDCO, Clint Edens/PDCO/PDCO@PDCO, Deborah Munlin/PDCO/PDCO@PDCO, Matthew Schwab Lawrence/PDCO/PDCO@PDCO, Alain Carles/PDCO/PDCO@PDCO, Michael Brack/PDCO/PDCO@PDCO, Eric Hanson/PDCO Melton/PDCO/PDCO@PDCO, Joseph Blalock/PDCO/PDCO@PDCO, John Bradley/PDCO/PDCO@PDCO, Jeffrey Nordstrom, BranchMgr@PDCO, James Ryan-SACTO_BM/PDCO/PDCO@PDCO, Sean Sullivan/PDCO/PDCO@PDCO, Craig Holbrook/PDCO Scotti/PDCO/PDCO@PDCO
Cc: Tim Rogan/PDCO/PDCO@PDCO, John Bettencourt/PDCO/PDCO, David Misiak/PDCO/PDCO, Josh Killian/PDCO/PDCO@PDCO, Lien/PDCO/PDCO@PDCO, Shelley Beckler/PDCO/PDCO@PDCO, Brooke Hilzendager/PDCO/PDCO@PDCO, Timothy Shafiq
Date: 09/04/2013 10:18 AM
Subject: Special Markets Announcement

Please see attached an important announcement from the new Patterson Special Markets division.



Special Markets
 Definition.doc...

Thanks,

Neal McFadden
 President Special Markets
 105-G Ben Hamby Drive
 Greenville, SC 29681
 O- 864-676-0333
 F- 864-676-0041

PATTERSON
DENTAL

Special
Markets

Memorandum

Corporate Office
1031 Mendota Heights Road
Saint Paul, Minnesota 55120
Main 651.686.1600
Fax 651.686.0286
pattersoncompanies.com

DATE: SEPTEMBER 4, 2013

TO: REGION MANAGERS, BRANCH MANAGERS

FROM: NEAL MCFADDEN, PRESIDENT, SPECIAL MARKETS; DAVE MISIAK, VICE PRESIDENT, SALES

RE: PATTERSON SPECIAL MARKETS (PSM) DEFINITION

In June we announced the formation of our new Patterson Special Markets (PSM) Division. While we are still in the process of building out the infrastructure, we wanted to give you some guiding principles around our definition of this "special market" and how it will affect current and future business.

Effective immediately, current dental corporations with 15 or more owner operated/affiliated locations and a minimum of \$600,000 in potential merchandise will qualify. Government, institutions and schools could also qualify to work with PSM. These high volume accounts are asking for a single-source contact for all of their needs, including reporting, rebates and formulary updates. It is our goal to accommodate these requests and aggressively grow our business within this space. This definition will not include group purchasing organizations (GPOs).

While all new business will flow directly through PSM, we understand that several branches have current relationships with dental entities inside this definition. It is our desire to keep that business within the branches for the foreseeable future. A deviation from this may occur if the existing customer chooses to work with PSM.

We are aware that some territory representatives have relationships within a few of these current accounts, in which case all current business will continue to flow through the branches as stated. If a current account chooses to do business with PSM for reasons indicated above, merchandise commissions to the assigned territory representative may be reduced. A new commission matrix is being developed to manage this arrangement.

PSM may request the assistance of a local equipment specialist regarding equipment and technology sales. In this case we will pay commission rates based on gross margins via commission adjustment. No commission will be paid to the territory representative on equipment or technology for new Special Markets business.

(Continued on next page)

When a service technician is requested for repairs or installs, PSM will supplement the branch service department at the gold rate per hour on new accounts only (current accounts remain the same for now). The branch must submit an invoice at the proper billing rate to the customer, then email that invoice to PSM through

Tammy.Brand@pattersondental.com with the subject line "Special Markets Invoice" to receive the rebate via journal entry. Ultimately, our intention is to automate this process.

We are excited about PSM and look forward to growing and protecting our core business within this space. The development of this new business will ultimately create growth and opportunity for the entire dental organization. Please communicate this definition at your next region and branch meeting. It's important that you lead and set expectations for these successful partnerships as we move into this space.

Communication is paramount so do not hesitate to contact us with any questions.

CX0164

STROZ FRIEDBERG

Neal McFadden iMessage Report

Briggs and Morgan PA (Patterson Dental - Gov't Investigation)

Evidence Number: ES0006 - Time Zone: UTC

PRIVILEGED AND CONFIDENTIAL

Chat	Participants	Instant Message	From	Body	Status	Date/Time
49	+18643467209 Neal McFadden +13109262444 Paul Guggenheim niamcfadden@charter.net Izzy Cell	45	+18643467209 Neal McFadden	I met with a schein special markets rep today. Two hour conversation. I uncovered a lot of Intel. Can't wait to tell you about it.	Sent	08/28/2013 03:46:49 PM
237	niamcfadden@charter.net Izzy Cell +14782560645 Gregory Earls	1	niamcfadden@charter.net Izzy Cell	I did meet with smile source. Quite frankly they're very sleazy. It is simply a buying group. I see no advantage for Patterson or the reps to be involved in it. All their doing is trying to give the illusion that there are big group. Basically giving small dentist better buying power. Most dealers are not working with them except small desperate ones. I'm sorry your experiencing this.	Sent	05/07/2014 08:03:12 PM
237	niamcfadden@charter.net Izzy Cell +14782560645 Gregory Earls	2	+14782560645 Gregory Earls	Yeah Thanks for the input. That was my take on it also. Unfortunately they are growing and getting the attention of some big hitters of mine and some Birmingham accounts	Read	05/08/2014 01:58:06 PM
237	niamcfadden@charter.net Izzy Cell +14782560645 Gregory Earls	3	+14782560645 Gregory Earls	And it's spreading into the Atl market too. Thanks for your help	Read	05/08/2014 01:58:24 PM
77	+18643467209 Neal McFadden +16512367552 David Misiak niamcfadden@charter.net Izzy Cell	306	niamcfadden@charter.net Izzy Cell	Dave, this is just an FYI from an Atlanta rep. Greg Earls. Regarding smile source. Hey Neal. This Smile Source is really growing in Columbus. Hv we taken any direction towards it? Greg I did meet with smile source. Quite frankly they're very sleazy. It is simply a buying group. I see no advantage for Patterson or the reps to be involved in it. All their doing is trying to give the illusion that there are big group. Basically giving small dentist better buying power. Most dealers are not working with them except small desperate ones. I'm sorry your experiencing this. Yeah Thanks for the input. That was my take on it also. Unfortunately they are growing and getting the attention of some big hitters of mine and some Birmingham accounts And it's spreading into the Atl market too. Thanks for your help	Sent	05/08/2014 01:59:53 PM

Chat	Participants	Instant Message	From	Body	Status	Date/Time
77	+18643467209 Neal McFadden +16512367552 David Misiak niamcfadden@charter.net Izzy Cell	307	+16512367552 David Misiak	Thx Neal. A lot of slippery accounts in this arena!	Read	05/08/2014 03:00:16 PM
248	+18643467209 Neal McFadden +14046640550 David McIntosh niamcfadden@charter.net Izzy Cell	1	niamcfadden@charter.net Izzy Cell	Dave, yes I did get a place in St. Paul Minnesota. I will check with my calendar and get back with you. I just want to get some clarity. Is choice one a GPO or are you all actually acquiring practices? The reason I'm asking is we've signed an agreement that we won't work with GPO's. Just wondering thank you	Sent	06/12/2014 01:06:37 PM
248	+18643467209 Neal McFadden +14046640550 David McIntosh niamcfadden@charter.net Izzy Cell	2	+14046640550 David McIntosh	Congrats on the new place! I pray that it all works for you and the family! We are acquiring practices. As I had said we are at 6 with the goal to get to around 400. The COO Bill Brigham helped Kook Smiles go from 3 to about 350 or 400 offices. We are not looking to change the Docs brand just help him with the business side. The website gives a pretty good overview of what we are looking to do . Look it over and holla with any questions. Thanks so much for your willingness to let us talk with you! Hopefully you will see enough value there and our philosophy fits the Patterson wheelhouse! It would be great to be able to put my old friends and family into the mix! Look forward to hearing for you! Have a great day!	Read	06/12/2014 02:38:56 PM
248	+18643467209 Neal McFadden +14046640550 David McIntosh niamcfadden@charter.net Izzy Cell	3	niamcfadden@charter.net Izzy Cell	Thanks Dave. I am traveling a ton over the next few weeks. Maybe we can shoot for mid July?	Sent	06/12/2014 02:55:15 PM
248	+18643467209 Neal McFadden +14046640550 David McIntosh niamcfadden@charter.net Izzy Cell	4	+14046640550 David McIntosh	I spoke with Bill and he said that's cool. We would certainly be open mid July say the week of the 15th. Just hit me back with some possible dates and we will confirm with you! Thanks again Neal! I look forward to catching up and discussing moving forward! Have a great rest of the week!	Read	06/12/2014 04:40:32 PM

CX0165

From: Cavaretta, Joe
Sent: Tuesday, February 01, 2011 6:30 PM
To: MCCARROLL, BRET
Subject: Re: Business Intelligence Group

Thanks Bret:)

From: MCCARROLL, BRET
Sent: Tuesday, February 01, 2011 07:10 PM
To: Cavaretta, Joe; Titus, Kathleen; McCulloch, Tom
Subject: Re: Business Intelligence Group

Hi Joe,

Thank you for following up. I will let them know that we only deal with dental practices directly.

Thank you, Bret McCarroll Sent from my Verizon Wireless BlackBerry

From: "Cavaretta, Joe" <Joe.Cavaretta@henryschein.com>
Date: Tue, 1 Feb 2011 14:31:17 -0500
To: Titus, Kathleen<kathleen.titus@henryschein.com>; MCCARROLL, BRET<BRET.MCCARROLL@henryschein.com>;
McCulloch, Tom<Tom.McCulloch@henryschein.com>
Subject: RE: Business Intelligence Group

Hey Bret,

Dealing with GPOs is incredibly risky on many fronts. We can discuss live but as soon as we start doing this we will turn into medical, margins will go down and commissions of course will follow. This is a bad deal all the way around. This is the very abbreviated version and if you would like to talk live please let me know. Thanks.

Joe

From: Titus, Kathleen
Sent: Tuesday, February 01, 2011 1:00 PM
To: MCCARROLL, BRET; McCulloch, Tom

Cc: Cavaretta, Joe
Subject: RE: Business Intelligence Group

Hey Bret,

Wow... the world is changing isn't it?

I can tell you that with authority that is not something SM would be interested in. The participants are Private Practice customers which rules SM out. Food for thought though... their targets are invariably going to be existing HSD customers. I think we have to stick with our core competencies and this is not one of them.

I'm copying Joe Cav... perhaps he will have a different take, but SM declines.

Many Thanks!

Kathleen Titus

Western Zone Manager

Henry Schein Corporate Accounts Group

Email: kathleen.titus@henryschein.com

Office: 916 772-0424

Cell: 916 765-2778

From: MCCARROLL, BRET
Sent: Tuesday, February 01, 2011 8:36 AM
To: Titus, Kathleen; McCulloch, Tom
Subject: Business Intelligence Group

Good morning Kathleen and Tom,

I have a marketing and consulting group called Business Intelligence Group that is interested in forming a buying group for dentists. They

have over 150 Dental clients and run different marketing campaigns for these clients. For example, if they want to run a whitening campaign for \$49.00 through Groupon or another Social Media Platform they may get 20 new patients in each of their clients practices. (These are probably conservative numbers considering I have a client that ran a Groupon ad 6 months ago and got 150 patients in 2 days.) Each of the dental practices will need to get their supplies from somewhere. Their goal is to supply the whitening product to the dentists and/or any other product for any campaign they run.

Do we have any interest in opening an account for a group like this? As I mentioned they have 150 clients and they plan on growing to 500 clients by year end. I met with their founder and CEO last week and he is very interested in setting up a meeting with us to discuss his ideas. Please let me know if we would like to pursue something with this company.

Thank you,

Bret McCarroll

Henry Schein Dental

Cell: 949-929-7553

Fax: 949-548-9673

CX0169

From: BINGHAM, MELANIE
Sent: Monday, September 24, 2012 7:43 PM
To: Cavaretta, Joe
Subject: Re: Intermountain Dental Associates RFP

I think the Rich she was talking about is a Henry Schein person. Richard Erwin that you've spoken to before is the one you've spoken to.

On Sep 24, 2012, at 6:11 PM, "Cavaretta, Joe"
<Joe.Cavaretta@henryschein.com> wrote:

The Co-op is exactly what we are trying to avoid. Is this the same Rich that was trying to extend the IDA pricing to other doctors not part of the IDA?

From: BINGHAM, MELANIE
Sent: Monday, September 24, 2012 06:20 PM
To: Harmon, Jeff (RM); Cavaretta, Joe
Subject: Fwd: Intermountain Dental Associates RFP

Everyone keeps saying we don't do GPO's. so what is the dental co-op of Utah?

Begin forwarded message:

From: "Hight, Andrea" <Andrea.Hight@henryschein.com>
Date: September 24, 2012, 4:07:14 PM MDT
To: "BINGHAM, MELANIE"
<MELANIE.BINGHAM@henryschein.com>, "Kofron, Randall"
<Randall.Kofron@henryschein.com>, "Boras, Richard"
<Richard.Boras@henryschein.com>, "Vega, Caroline"
<Caroline.Vega@henryschein.com>
Cc: "Page, Lisa" <Lisa.Page@henryschein.com>
Subject: Intermountain Dental Associates RFP

Hi,

I took a stab at the written response for IDA today.

Here it is along with the RFP for your reference. We are definitely competing against Benco. I don't know what they will do though. I therefore asked Rich (with the help of Lisa Page) to price out the 56 items on the pricing file aggressively as

CX0169-001

these will be compared to Benco's pricing. The fact is a lot of the items on the RFP are low volume so if pricing is a little lower it will not hurt us. Farish gave me the service rates so those are good.

Note: I also defined what qualifies for IDA as a member.

We need to make sure they are clear we don't do GPOs as that subject keeps coming up. Especially note what was said in the second paragraph of the RFP about who they want to include.

Action Items:

1. Rich is going to price a file I sent to him today to show IDA what they pay for what they buy. He will include the items on the rfp at the rfp prices we established.
2. Randy K. please do your equipment pricing and then in areas labeled for equipment on the draft document, add your piece.
3. Please everyone review what I had to say and please, please make any recommendations. I want this response to be very strong.
4. Especially please think of any value adds that make sense.

Thanks,

A

Andrea Hight

Regional Mgr/Community Health Liaison

Special Markets

Ph: 801-829-3146 Cell: 801-317-7148

Fax: 800-664-4832

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CX0169-002

CX0170

From: Meadows, Jake
Sent: Tuesday, July 17, 2012 10:19 AM
To: Delikat, Patty
Subject: RE: Few questions! AND AN APOLOGY!

Patty,

We can talk about this. I have to tell you Ron and Dan made a decision that is against what Tim Sullivan has directed us to do in regards to supporting Buying groups. We do not want our customers organizing and creating what are known as GPOs it takes the value away from the distributor. Let's talk.

Jake

Jake Meadows | Northwest Zone General Manager | Henry Schein Dental
 10920 West Lincoln Ave West Allis, WI 53227 | 414.290.2591 Our Mission: To improve the lives of those we touch by focusing on practice care, so dental professionals can focus on patient care.

-----Original Message-----

From: Delikat, Patty
Sent: Monday, July 16, 2012 4:01 PM
To: Meadows, Jake
Subject: Re: Few questions! AND AN APOLOGY!

Hi Jake!

drs Minou Karbakhsch and debi Enneking are the leaders. We are looking at approx 25 to 30 offices. This program has been presented to the leaders. The discounts were approved by Ron Brown and Dan Stalford. Our goal is at least 20k.

Let me know!

Sent from my iPad
 Patty Delikat
 Henry Schein Dental

On Jul 16, 2012, at 6:14 AM, "Meadows, Jake" <JAKE.MEADOWS@henryschein.com> wrote:

> Patty,
 >
 > Couple of questions.
 >
 > Whois the leader here with his group? How many offices is this? Has it been presented? Were the service discounts approved, by who? How much will each office buy?
 >
 > Jake Meadows
 > Zone General Manager
 > Henry Schein Dental

> 414-290-2591

>

> On Jul 9, 2012, at 10:24 PM, "Delikat, Patty" <Patty.Delikat@henryschein.com> wrote:

>

>> Good evening Jake!

>>

>> I hope you had a wonderful 4th of July with your family!

>>

>> First, let me apologize for missing the 3M conference call at 5pm. I had an opportunity to meet with a new doctor who just relocated from Texas, Dr Brian Womack.

>> I did contact my 3m Rep, Dan, and he and I are meeting at 7am tomorrow morning to go over what I missed.

>>

>> Ron and I have been working on putting a buying group together since March. I have attached the information and ask that you review it and give me the BIG YEAH OR NEY.

>>

>> I just want to run it by you to make sure this will be do~able! The baseline is \$500k for the group. I have the names of the "group" that have expressed interest.. I ask Colleen to see who they are assigned to as most are assigned to other reps. If you approve of the buying group, I will then reach out to the other reps and ask them if they would like to grow their business as they are getting very little from these drs at this point.

>>

>> Let me know you thoughts!

>>

>> Have a SUPER evening!

>>

>> Patty Delikat

>> Henry Schein Dental

>> (253) 208-3736

>>

>> "the best way to protect your future, is to create it"

>> ~unknown

>>

>> <GROUP INSTRUCTIONS LETTER 1 OF 4.jpg> <GROUP PAGE 2 OF 4.jpg> <GROUP

>> 3 OF 4.jpg> <GROUP 4 OF 4.jpg>

CX0174

From: Upchurch, Kevin
Sent: Friday, July 18, 2014 10:22 AM
To: Cavaretta, Joe
Cc: Titus, Kathleen; Harmon, Jeff (RM)
Subject: RE: Co-Op summary of conference call

Jeff will present to Andy face to face, letting him know that although we have had a long relationship with each other with their newest decision to add partnerships with companies like P&G and Komet and their desire to develop competitive relationships to HSD that at this time it looks as if we are going down two different paths. " I'm hoping that we will learn that our dentists will continue to change their buying habits as currently demonstrated with our short term agreements with Komet and P&G." (KT asked Andy if they were willing to sign an exclusive with HSD and the answer was a definitive No, they have full expectation to seek competitive companies to HSD to bring to their group.)

They are probably going to align with a Darby over a PDCO but Benco might also jump at the opportunity. The Co-Op is turning into a GPO (even if they don't think they are one now), from what KT has observed in Texas, NM and from Tim S, HSD does not want to enter the GPO world.

Wm. Kevin Upchurch
Zone General Manager
Western Pacific Zone
Henry Schein Dental
Cell (480) 215.5409
Office (602) 414.9705

From: Cavaretta, Joe
Sent: Friday, July 18, 2014 7:24 AM
To: Upchurch, Kevin
Cc: Titus, Kathleen; Harmon, Jeff (RM)
Subject: RE: Co-Op summary of conference call

OK...the team will not to act with urgency on this. How are we presenting to Andy?

The formal arrangement will end and seems like we are lining up to compete against each other? After 8 years of working together I'm not sure how healthy it is for either party to talk poorly about this other.

Will they go to Darby or is this something PDCO or Benco will jump on?

From: Upchurch, Kevin
Sent: Thursday, July 17, 2014 1:11 PM
To: Cavaretta, Joe
Cc: Titus, Kathleen; Harmon, Jeff (RM)
Subject: Co-Op summary of conference call

Joe

We had a good call today with Jeff and KT about the Utah (soon to be multi state) Co-Op and here are the bullet points:

- We will no longer be a part of the Utah Co-Op (KT will send Andy from the Co-Op a note letting him know that we are discussing the proposal at an executive level, this should buy us a few days to get our ducks in a row)
- Jeff will work on a separation letter (KT provided one that we used to separate from the Texas Co-Op last month), he will send it to KT and I to review once he has completed it.
- We are going to Grandfather the existing Co-Op accounts on the VPA they are currently on which gives them a 8%/9%/10% rebate back each quarter depending on supply purchase volume.
- Before Jeff has a face to face with Andy letting him know of our decision not to be aligned with the Co-Op we will have a plan and information ready for each FSC to take into their accounts.

It was a good call, KT is awesome to have on our team.

KT or Jeff please add on if you feel I missed anything.

Wm. Kevin Upchurch
Zone General Manager
Western Pacific Zone
Henry Schein Dental
Cell (480) 215.5409
Office (602) 414.9705

CX0314

Redacted in Entirety

CX0321

In the Matter of:

Henry Schein, Inc., et al.

July 26, 2017
John C. Kois, Jr.

Condensed Transcript with Word Index



For The Record, Inc.
(301) 870-8025 - www.ftrinc.net - (800) 921-5555

Kois, Jr.

Henry Schein, Inc., et al.

7/26/2017

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1 APPEARANCES OF COUNSEL:	1 Seattle, Washington
2	2 Wednesday, July 26, 2017
3	3 JOHN C. KOIS, JR.,
4 FOR THE FEDERAL TRADE COMMISSION:	4 having been first duly sworn by the reporter, was
5 Karen V. Goff	5 examined and testified as follows:
6 U.S. Federal Trade Commission	6 EXAMINATION
7 901 Market Street	7 BY MS. GOFF:
8 Suite 570	8 Q Good morning, Mr. Kois. Thank you very much for being
9 San Francisco, CA 94103	9 here today. My name is Karen Goff. We met off the
10 415.848.5124	10 record. I'm an attorney with the Federal Trade
11 415.848.5184 Fax	11 Commission.
12 Kgoff@ftc.gov	12 Today's proceeding is called an investigational
13	13 hearing, and it is just a way to formalize the interview
14	14 process.
15 FOR JOHN C. KOIS, JR.:	15 It is conducted pursuant to the Federal Trade
16 Nicholas Ryan-Lang	16 Commission's rules, and it's being conducted as part of
17 Byrnes Keller Cromwell LLP	17 the Commission's investigation in Matter No. 1510190.
18 1000 Second Avenue	18 MS. GOFF: For the record, would
19 38th Floor	19 Counsel please state his appearance?
20 Seattle, WA 98104	20 MR. RYAN-LANG: Nicholas Ryan-Lang of
21 206.622.2000	21 Byrnes Keller Cromwell.
22 206.622.2522 Fax	22 Q (By Ms. Goff) Mr. Kois, for the record, would you
23 Nryanlang@byrneskeller.com	23 please state your name and the city and state you live
24	24 in?
25	25 A Sure. Mr. John C. Kois, Junior.

1 (Pages 1 to 4)

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CX0321-002

5

1 I live in Seattle, Washington.
 2 **Q I wanted to state for the record today that we actually**
 3 **had sent a subpoena to your father, Dr. John Kois, for**
 4 **his testimony today, and I spoke with your counsel, and**
 5 **I understand there was some confusion about whether the**
 6 **subpoena was for you or for Dr. John Kois, and we agreed**
 7 **that we would conduct the investigational hearing of you**
 8 **today, and we would reserve our rights to conduct an**
 9 **investigational hearing of your father, Dr. John Kois,**
 10 **at a later time, if it's necessary.**

11 Thank you very much for making yourself available
 12 today, and I am hoping that you will be able to answer
 13 most of our questions and it will be unnecessary to take
 14 an investigational hearing of your father.

15 MS. GOFF: Did you have anything to
 16 add, Counsel?

17 MR. RYAN-LANG: Sounds right.

18 **Q (By Ms. Goff) Have you ever given sworn testimony**
 19 **before?**

20 A Yes.

21 **Q When have you done that?**

22 A It was three or four years ago.

23 **Q Was it related to your work at Kois-- the Kois Center,**
 24 **or any of the Kois companies?**

25 A No. It was with IsoFusion.

6

1 **Q Is that a former company that you used to work for?**

2 A Yes.

3 **Q I am just going to go over a few ground rules.**

4 I will be asking you a series of questions, and you
 5 will tell me the answers.

6 The court reporter is recording everything that we
 7 say, and because she can only record our words, please
 8 be sure to answer each question with a verbal response.

9 Please don't shake your head or nod your head.

10 It is helpful if you let me finish my question
 11 before you answer, and I will try to not interrupt you
 12 as well.

13 That's just so the court reporter can take down
 14 everything that we both say, since she can't record both
 15 of us at the same time.

16 If at any time you don't understand a question,
 17 feel free to ask me to rephrase, and I will do my best
 18 to do so.

19 Do you understand?

20 A I understand.

21 **Q If you need a break at any time, please let me know, and**
 22 **we can take one.**

23 If there's a question pending, I may ask you to
 24 answer the question before we take a break, but
 25 otherwise I can accommodate you for any breaks.

7

1 A I understand.

2 **Q Is there any reason why you cannot provide complete and**
 3 **truthful testimony today?**

4 A No.

5 **Q Are you currently the CEO of Kois Center?**

6 A Yes.

7 **Q Do you also work for a company called Kois Buyers Group?**

8 A No.

9 To correct, it's Kois Tribal Management.

10 **Q First let me talk about Kois Center, and then we can**
 11 **discuss Kois Buyers Group or Kois Tribal Management.**
 12 **What is the Kois Center?**

13 A Kois Center is a teaching facility.

14 We conduct continuing education courses for
 15 dentists, usually general dentists.

16 **Q What do you mean by "general dentists"?**

17 A It's geared towards nonspecialty oriented dentists.

18 We do have prosthodontists that come, periodontists
 19 that come, but the majority of our students are general
 20 dentists.

21 **Q Did your father, Dr. John Kois, found the Kois Center?**

22 A Yes.

23 **Q And when was that, approximately? Do you know?**

24 A Approximately 1994.

25 **Q What are your day-to-day responsibilities, generally, as**

8

1 **it relates to being the CEO of Kois Center?**

2 A I oversee all the operations of the company, the
 3 financials of the company, scheduling of courses, all
 4 day-to-day operations.

5 **Q Do you oversee any employees?**

6 A Yes.

7 **Q How many?**

8 A 15.

9 **Q Generally what do those employees do?**

10 I don't need to know every task that every employee
 11 does, but I'm trying to get a sense for what work the
 12 employees that you oversee do.

13 A I understand.

14 Some of their jobs are directly related to when we
 15 have courses.

16 They make sure the participants are comfortable,
 17 shelves are restocked, supplies are available, they find
 18 their seat, those kind of tasks.

19 Other employees are responsible for the
 20 presentations that go up on the screen, graphics. We
 21 have a digital manual that they produce for every
 22 course.

23 **Q Thank you. That's helpful.**

24 **Do you report to anyone at Kois Center?**

25 A No.

9	<p>1 Q And does your father, Dr. John Kois, have any role at</p> <p>2 Kois Center?</p> <p>3 A Yes. He is the main instructor.</p> <p>4 Q Is he an employee of Kois Center?</p> <p>5 A Yes.</p> <p>6 Q And then going back to Kois Buyers Group, is that a</p> <p>7 company that exists?</p> <p>8 A Yes.</p> <p>9 Q Okay. What is Kois Buyers Group?</p> <p>10 A Kois Buyers Group is owned by Kois Tribal Management,</p> <p>11 which is the official company.</p> <p>12 Q Did you say "Tribal Management"?</p> <p>13 A Yes.</p> <p>14 Q What is Kois Tribal Management?</p> <p>15 A It is a company that was formed to administer the Kois</p> <p>16 Buyers Group, which is a collection of dentists</p> <p>17 organized by myself and my father through the</p> <p>18 participants at the Kois Center to get more favorable</p> <p>19 pricing for supplies.</p> <p>20 Q And what role do you have at Kois Tribal Management?</p> <p>21 A I run that as well.</p> <p>22 Q Are you the CEO? Do you have a title?</p> <p>23 A The official title is "manager."</p> <p>24 Q And then what are your day-to-day responsibilities</p> <p>25 related to Kois Tribal Management?</p>	11	<p>1 them what kind of discounts are available if they were a</p> <p>2 member of the buyers group.</p> <p>3 Q Are you involved in recruiting new members?</p> <p>4 A Yes.</p> <p>5 Q When was Kois Tribal Management founded?</p> <p>6 A Approximately October 2014.</p> <p>7 Q And who founded it?</p> <p>8 A My father, Dr. John C. Kois.</p> <p>9 Q Okay. Have you worked for Kois Tribal Management since</p> <p>10 it was founded in October 2014?</p> <p>11 A No.</p> <p>12 Q When did you start working at Kois Tribal Management?</p> <p>13 A October 2015.</p> <p>14 Q So from October 2014 to October 2015, who ran Kois</p> <p>15 Tribal Management?</p> <p>16 A There was a consultant firm, ProCare Services.</p> <p>17 Q ProCare Services?</p> <p>18 A Yes.</p> <p>19 Q And ProCare Services ran Kois Tribal Management during</p> <p>20 that time period?</p> <p>21 A They administered all of the vendor relationships, and</p> <p>22 there was only, I think, one or two at the time, for</p> <p>23 vendors.</p> <p>24 Kois Center managed the sign-ups for members and</p> <p>25 sent those contacts to ProCare.</p>
10	<p>1 A I interface with all vendors, all members, and manage</p> <p>2 all the finances for the company.</p> <p>3 I'm the sole employee.</p> <p>4 Q Thank you.</p> <p>5 So you don't have any direct reports at Kois Tribal</p> <p>6 Management?</p> <p>7 A I'm sorry?</p> <p>8 Q Do you have any direct reports at Kois Tribal</p> <p>9 Management?</p> <p>10 A I'm sorry, I don't understand what you mean.</p> <p>11 Q Does anyone report to you at Kois Tribal Management?</p> <p>12 A No.</p> <p>13 Q So you said that you interface with all members and</p> <p>14 vendors; is that correct?</p> <p>15 A Yes.</p> <p>16 Q What does interfacing with the vendors entail?</p> <p>17 A I'm responsible for establishing the relationships with</p> <p>18 all vendors, so discussing any kind of discounts given</p> <p>19 to the members of the group, making sure that they have</p> <p>20 the contact information of the members, field any</p> <p>21 complaints from the members to the vendors, vice versa.</p> <p>22 Q That's helpful. Thank you.</p> <p>23 And then with regard to your interfacing with</p> <p>24 members, what, generally, does that involve?</p> <p>25 A I make sure their memberships are current and telling</p>	12	<p>1 I don't know how ProCare managed the list with the</p> <p>2 vendor that they had.</p> <p>3 Q And was there any particular individual at ProCare</p> <p>4 Services who was responsible for handling Kois Tribal</p> <p>5 Management work?</p> <p>6 A That would be Qadeer Ahmed.</p> <p>7 Q Would you mind spelling his name, if you know?</p> <p>8 A Q-A-D-E-E-R A-H-M-E-D.</p> <p>9 Q Thank you.</p> <p>10 A There was another person, Michael. I don't know his</p> <p>11 last name.</p> <p>12 Q Michael worked with Qadeer?</p> <p>13 A Yes.</p> <p>14 Qadeer went by "Q" in correspondence.</p> <p>15 Q Thank you.</p> <p>16 How did you come to get involved with Kois Tribal</p> <p>17 Management in October 2015?</p> <p>18 A The buyers group was not successful. We didn't have a</p> <p>19 lot of interest.</p> <p>20 Burkhart was the only known supply company I was</p> <p>21 familiar with that was a part of it, and they weren't</p> <p>22 getting a lot of communication, and there wasn't a lot</p> <p>23 of clarity of what the buyers group was doing in their</p> <p>24 direction, so I stepped in and assumed responsibility.</p> <p>25 Q Okay. Did your father ask you to do that?</p>

13

1 A Yes.

2 **Q Have you managed Kois Tribal Management ever since**

3 **October 015?**

4 A Yes.

5 **Q With regard to the Kois Center, how long have you been**

6 **the CEO of the Kois Center?**

7 A Since March 16th, 2015.

8 **Q Did you have any other roles at Kois Center before**

9 **becoming CEO?**

10 A Yes.

11 **Q What were your roles?**

12 A I was a youth counselor in their annual symposium youth

13 program.

14 **Q When were you a youth counselor in their annual**

15 **symposium youth program? What years, approximately?**

16 A It is an annual event, the third week of July.

17 I have done that for the past ten or 15 years.

18 **Q Before you became the CEO of Kois Center, did you have**

19 **any jobs outside of the Kois companies?**

20 A Yes.

21 **Q What was your job?**

22 A I was a CFO of IsoFusion.

23 **Q What is IsoFusion?**

24 A It is a company that manages a collection of different

25 businesses, data centers, broadband connectivity for

14

1 businesses and homes, technical support, and

2 construction.

3 **Q Okay. And how long were you the CEO for IsoFusion?**

4 A IsoFusion for about six months prior to me leaving.

5 Prior to that, that company was merged between two

6 companies to create IsoFusion, and I was part of Optic

7 Fusion, and for that I was a CFO for 15 years.

8 **Q Thank you.**

9 **Prior to becoming involved with the Kois Center and**

10 **the Kois Tribal Management, did you have any jobs that**

11 **involved the dental industry?**

12 A Besides the youth counselor position?

13 **Q Yes.**

14 A No.

15 **Q Okay.**

16 A Sorry, my dad had a company that failed, Dentscape, and

17 the goal of that was to do surveys on office staff,

18 dental office staff, and that was approximately 2013

19 that my dad asked me to help him try to save that

20 company.

21 **Q And did you help him work at Dentscape to try to save**

22 **the company?**

23 A Yes.

24 **Q What was your role?**

25 A I was the acting CEO.

15

1 **Q How long were you in that position?**

2 A About eight months.

3 **Q Were you able to save the company?**

4 A No.

5 **Q Why did it fail?**

6 A Competitors came out with similar products for free.

7 **Q And so what was the business model for Dentscape, it was**

8 **surveys of dental office staff?**

9 A Yeah, so you give a survey on an iPad to a patient in

10 the chair, and they could rate how good the staff was

11 doing, front desk, hygienists, dental assistants, and

12 then the doctor could know how good their staff was and

13 if they needed to make a change somewhere with somebody.

14 The staff didn't want to give a survey on

15 themselves.

16 **Q That makes sense.**

17 A And then Salesforce offers it for free.

18 **Q Thank you.**

19 **Do you regularly attend any dental industry**

20 **conferences or trade shows?**

21 A What would be "regular"?

22 **Q Yearly or even occasionally.**

23 **Why don't I rephrase the question.**

24 **Do you ever attend dental industry conferences or**

25 **trade shows?**

16

1 A Yes.

2 **Q How frequently?**

3 A I attend the American Academy of Restorative Dentistry

4 annually as a guest, and occasionally the American

5 Academy of Aesthetic Dentistry as a guest.

6 I have been to other ones sporadically if there's a

7 reason to go.

8 **Q What other ones have you been do?**

9 A The Chicago Midwinter.

10 **Q Any others?**

11 A The Washington State Dental Association.

12 That's it for conferences.

13 **Q Okay. And you said that you attend others sporadically**

14 **if there's a reason to go, and you mentioned the Chicago**

15 **Midwinter.**

16 **What was the reason you went to the Chicago**

17 **Midwinter?**

18 A In February of 2017-- we have had now quite a few

19 vendors that have signed up to be members of the buyers

20 group, and I thought it was a good opportunity to see

21 everybody at one place.

22 I don't travel much for business.

23 **Q When you said "it's a good opportunity to see people in**

24 **one place," did you mean members or what kind of people?**

25 A Vendors.

17

1 **Q And what prompted you to go to the Washington State**
2 **Dental Association conference?**
3 A About 16, 17 years ago I had a web design company, and
4 we put a booth at the Washington State Dental
5 Association meeting to try to solicit business.
6 **Q Have you been to the Washington State Dental Association**
7 **meeting since that one time?**
8 A No.
9 **Q Okay. And for Chicago Midwinter, did you only attend**
10 **that one time in February of this year, 2017?**
11 A Yes.
12 **Q Going back to your work at Kois Center and Kois Tribal**
13 **Management, how much of your time is spent working on**
14 **Kois Tribal Management work as opposed to Kois Center?**
15 A In terms of a week, a month--
16 **Q Sure.**
17 **A week?**
18 A Depending if there are new vendors, which take more
19 time.
20 I would say in general five percent or less.
21 **Q So most of your time is doing Kois Center work?**
22 A Correct.
23 **Q I would like to ask you just a few questions about your**
24 **father's background.**
25 A Yes.

19

1 A Dental assistant, front desk, patient comfort/patient
2 awareness, somebody in-between.
3 **Q Thank you.**
4 **What about for the Seattle office? Does he have**
5 **any employees in Seattle?**
6 A No.
7 **Q What is the name of his dental practice?**
8 A John C. Kois, DMD, MSD.
9 **Q I think we talked a little bit about your father's role**
10 **at Kois Center, but does Dr. Kois have any role at Kois**
11 **Tribal Management?**
12 A No.
13 **Q Is his role at Kois Center limited to being an**
14 **instructor?**
15 A Can you rephrase?
16 **Q What is your father's role at Kois Center?**
17 A He is a primary instructor and also is-- also
18 participates in any major decisions for the company
19 going forward.
20 **Q Does he have a formal title at Kois Center?**
21 A Director.
22 **Q Does he participate in any major decisions related to**
23 **Kois Tribal Management?**
24 A No.
25 **Q How did Kois Tribal Management come to be formed, if you**

18

1 **Q If you know the answers, that would be great. If you**
2 **don't, that's understandable.**
3 **Is your father a practicing dentist?**
4 A Yes.
5 **Q How long has he been a dentist? Do you know?**
6 A Approximately 40 years.
7 **Q Does he have any specialties?**
8 A Yes.
9 **Q What are they?**
10 A He is a perio/prosthodontist.
11 **Q Does he have an office in Seattle?**
12 A Yes.
13 **Q Does he also have an office in Tacoma?**
14 A Yes.
15 **Q Does he have any employees at his dental practice?**
16 A Which office?
17 **Q Either one.**
18 A Yes.
19 **Q What about Tacoma? Does he have any employees there?**
20 A Yes. Tacoma is his primary practice.
21 **Q Okay. How many employees, do you know, approximately?**
22 A Three.
23 **Q Are any of them dentists?**
24 A No.
25 **Q What are their job duties, generally?**

20

1 **know?**
2 A I do.
3 Through the courses at the center, we see a lot of
4 dentists from all over, and we had heard complaints from
5 dentists that they have a difficult time competing with
6 larger companies that have the ability to purchase
7 products at a cheaper price than them because of the
8 bulk that they purchase.
9 The idea was formed to get a group of dentists that
10 are like-minded, people that come to the center, to get
11 together and say, "This is a group of people that are
12 buying products that are recommended at the center."
13 My dad has products that he recommends, and he is
14 not paid a sponsorship, so the products he recommends
15 are usually popular with the dentists because they know
16 it comes from something he actually likes instead of
17 something he's paid for.
18 The idea was to go to these companies and say, "The
19 products that we are recommending are going to be
20 popular. Would you consider giving a discount to people
21 as part of our group for buying one of something, no
22 quantity, no obligation, no exclusivity? We would like
23 the best price for one of something."
24 **Q Okay. Thank you. That's very helpful.**
25 **You said that through the Kois Center you have seen**

21	<p>1 dentists and heard complaints that they have a difficult</p> <p>2 time competing with larger companies.</p> <p>3 Are you referring to independent dentists?</p> <p>4 A Possibly.</p> <p>5 Some dentists have several practices.</p> <p>6 Some dentists are part of corporations that have</p> <p>7 hundreds of practices.</p> <p>8 A lot of those practices will direct their members</p> <p>9 to buy certain products, and then they have the buying</p> <p>10 power to negotiate directly with manufacturers or</p> <p>11 distribution companies in general for a larger commit on</p> <p>12 something, which we don't have the option to do.</p> <p>13 Q When you say "we," what do you mean?</p> <p>14 A The members of the buyers group, smaller dentists,</p> <p>15 independent practices.</p> <p>16 If you're buying one of something, you have</p> <p>17 significantly less buying power than if you're buying</p> <p>18 10,000.</p> <p>19 Q So the complaints that you heard from dentists, that</p> <p>20 they were having a difficult time competing with larger</p> <p>21 companies, those were complaints from the smaller,</p> <p>22 independent dentists?</p> <p>23 A Yes. They said their percentage of overhead for</p> <p>24 supplies was higher because their costs were higher per</p> <p>25 product than the bigger companies.</p>	23	<p>1 It's a separate company, and there's a separate</p> <p>2 membership fee to gain access to some of the discounts.</p> <p>3 Q Okay. Thank you.</p> <p>4 A You're welcome.</p> <p>5 Q So members of the Kois Buyers Group, they obtain</p> <p>6 discounts on supplies; is that right?</p> <p>7 A Correct.</p> <p>8 Q And are there any other services that Kois Buyers Group</p> <p>9 offers to its members?</p> <p>10 A Besides supplies?</p> <p>11 Q Yeah, besides discounts on supplies.</p> <p>12 A Any other discount advantages that people get are</p> <p>13 through vendors of the buyers group.</p> <p>14 The only product the buyers group has is a</p> <p>15 membership.</p> <p>16 Does that answer your question?</p> <p>17 Q Yes.</p> <p>18 I may ask some follow-up questions.</p> <p>19 Does Kois Buyers Group offer other services, like</p> <p>20 marketing or financing or website design for members of</p> <p>21 the Kois Buyers Group?</p> <p>22 A No.</p> <p>23 Q Does Kois Buyers Group offer member benefits or</p> <p>24 discounts relating to dental equipment or is it solely</p> <p>25 related to supplies?</p>
22	<p>1 Q And so what are the benefits of Kois Tribal Management</p> <p>2 membership?</p> <p>3 A Members of the Kois Buyers Group have an option--</p> <p>4 opportunity for discounted prices without buying in</p> <p>5 larger quantities.</p> <p>6 Q Okay. So that was a good clarification.</p> <p>7 The members are members of Kois Buyers Group, not</p> <p>8 Kois Tribal Management; is that correct?</p> <p>9 A Correct.</p> <p>10 Kois Tribal Management is the company that manages</p> <p>11 Kois Buyers Group.</p> <p>12 Q Okay. And do you have a sense or an understanding for</p> <p>13 why it's broken out like that, why Kois Tribal</p> <p>14 Management is the company that manages Kois Buyers</p> <p>15 Group?</p> <p>16 A Kois Buyers Group was something we renamed because there</p> <p>17 was a lot of confusion that Kois Tribal Management-- if</p> <p>18 I remember correctly, was because the people that come</p> <p>19 to the Kois Center consider themselves part of a tribe,</p> <p>20 which is-- as a group, everyone is in tight, close</p> <p>21 relationships, and the relationship between Kois Tribal</p> <p>22 Management and the tribe as a whole was a bit confusing,</p> <p>23 so we separated it to Kois Buyers Group to differentiate</p> <p>24 that these are-- this is a membership that's separate</p> <p>25 from the Kois Center, even though we have close ties.</p>	24	<p>1 A Some equipment, depending on the vendor, but that's</p> <p>2 vendor dependent.</p> <p>3 Q So some vendors might offer discounts on equipment?</p> <p>4 A Correct.</p> <p>5 Q And I think you have already mentioned this, but just to</p> <p>6 make sure I have it correct, must a dentist be a member</p> <p>7 of Kois Buyers Group to access the discounted pricing on</p> <p>8 merchandise, supplies, and equipment?</p> <p>9 A Yes.</p> <p>10 Q Is there a membership fee?</p> <p>11 A Yes.</p> <p>12 Q How much is it?</p> <p>13 A \$299 a year.</p> <p>14 Q And that's collected by Kois Buyers Group?</p> <p>15 A Yes.</p> <p>16 Q And what does Kois Buyers Group do with the membership</p> <p>17 fees?</p> <p>18 A That money pays for travel for myself to go to these</p> <p>19 conferences.</p> <p>20 We also pay the Kois Center for marketing.</p> <p>21 Also for website development.</p> <p>22 Q So paying the Kois Center for marketing, is that</p> <p>23 marketing the Kois Buyers Group through the Kois Center?</p> <p>24 A Yes.</p> <p>25 Q And then website development, is that just related to</p>

25

1 **the Kois Buyers Group website?**
 2 A Correct.
 3 **Q I think I know the answer to this, but who are Kois**
 4 **Buyers Group members, generally?**
 5 A Generally-- well, they have to hit a certain threshold
 6 to be able to have access.
 7 You had to have come to at least one course at the
 8 Kois Center.
 9 To answer your question fully, buyers group members
 10 are dentists who have attended at least one course at
 11 the Kois Center and have signed up for membership.
 12 **Q Are they typically dentists who own solo or private**
 13 **practices?**
 14 A I can't tell you definitively.
 15 I could tell you what I think on average, if that's
 16 acceptable.
 17 **Q That would be helpful, yes.**
 18 A Generally, yes.
 19 **Q Do you think there are any dentists from larger groups,**
 20 **like corporate accounts or dental service organizations,**
 21 **that are members?**
 22 A Not that I've heard of.
 23 I think I've heard of a few that had more than one
 24 practice location, but not, you know, dozens or-- not
 25 the large, large.

26

1 **Q Okay. Is there a word that you use for dentists that**
 2 **have more than one practice location?**
 3 A No.
 4 **Q Okay. There's not like a term in the industry that you**
 5 **would use for those types of dentists?**
 6 A For more than one practice location?
 7 **Q Yeah.**
 8 A There's no industry standard word.
 9 There's terms that you can use as practices get
 10 bigger, but that has to do with the organizational
 11 structure of the practice.
 12 I could say that a practice-- somebody has multiple
 13 locations, would be about as standard as you get until
 14 you get to some of the very large groups.
 15 **Q And what do you refer to the large groups as?**
 16 A Those would be DSOs. That's a dental service
 17 organization, I believe is what they're calling
 18 themselves now.
 19 I am not familiar with what their business model
 20 is, but generally they have anything from-- from what
 21 I've seen, as small as three practices and as large as
 22 several hundred.
 23 **Q Thank you.**
 24 **Does Kois Buyers Group have members throughout the**
 25 **country?**

27

1 A Yes.
 2 **Q Does it also have members that are located in Canada?**
 3 A Yes.
 4 **Q Do you know which state has the most members, most Kois**
 5 **Buyers Group members?**
 6 A I could guess.
 7 **Q What would your guess be?**
 8 A Washington.
 9 **Q What is your guess based on?**
 10 A Based on the number of members that have been to the
 11 Kois.
 12 There is more in Washington because our center is
 13 in Washington.
 14 **Q Approximately how many members does the Kois Buyers**
 15 **Group have today?**
 16 A Approximately 515.
 17 **Q And then what about when you first started at Kois**
 18 **Buyers Group in October of 2015? Do you have a**
 19 **recollection of how many members, approximately--**
 20 **A It was approximately 170.**
 21 **Q So generally today I want to ask you questions about the**
 22 **Kois Buyers Group, so if I use the word "Kois," I am**
 23 **referring to Kois Buyers Group unless I state otherwise.**
 24 A Okay.
 25 **Q Do you understand?**

28

1 A Yes.
 2 **Q Thank you.**
 3 **So it sounds like Kois's membership increased from**
 4 **170 to approximately 515 today, since you joined in**
 5 **2015.**
 6 **How did you get more members to join Kois?**
 7 A We rebuilt the website-- created a website -- there
 8 wasn't one -- with information on the members.
 9 We developed an informational handout that the Kois
 10 Center has allowed us to provide to attendees at the
 11 courses.
 12 We do e-mail newsletters.
 13 We started adding additional vendors, besides just
 14 a dental supply company.
 15 **Q You mentioned e-mail newsletters.**
 16 A Yes.
 17 **Q Are those e-mail newsletters sent to-- who are they sent**
 18 **to?**
 19 A They are sent to members of the buyers group to announce
 20 new members.
 21 We also send updates through the Kois Center
 22 newsletters for updated new vendors and on Kois Center's
 23 social media.
 24 **Q Are you responsible for sending these updates?**
 25 A Yes.

7 (Pages 25 to 28)

29

- 1 **Q Do you send the e-mail newsletters?**
 2 A Yes.
 3 **Q So how would you characterize Kois Buyers Group's growth**
 4 **in membership over the past two years or so?**
 5 A Slow.
 6 **Q Do you have an understanding of why it has been slow?**
 7 A I could make an assumption.
 8 **Q Sure.**
 9 A That a lot of dentists have a rep that they're happy
 10 with, that is not part of the dental supply company that
 11 is part of the buyers group, and they would prefer not
 12 to change reps.
 13 It's more true on the East Coast where the dental
 14 supply company we use does not have a rep. Everything
 15 is online distribution.
 16 Also, some dentists are lazy.
 17 **Q Okay. Let me take the last one first.**
 18 **How would a dentist being lazy relate to slow**
 19 **growth?**
 20 A Sure.
 21 They're current members of some of the vendors in
 22 the buyers group, and by signing up, they could save not
 23 only their membership fee but additional income, a
 24 definite cost, but they just choose not to sign up.
 25 **Q So which-- you said that the dental supply company that**

30

- 1 **you use does not have a rep on the East Coast.**
 2 **Which company is that?**
 3 A Burkhart.
 4 **Q So do Kois Buyers Group members on the East Coast not**
 5 **have access to Burkhart supplies?**
 6 A They do.
 7 It's through online purchasing.
 8 They don't have a rep that comes to their practice,
 9 and they have to wait for their products to be shipped.
 10 That is not the most popular option for a lot of
 11 dentists.
 12 **Q Do you have an understanding of why?**
 13 A Inventory management is a big piece.
 14 A lot of the reps of these companies will come in
 15 and manage the inventory for the dentist and tell them
 16 when products are low, when they need to order.
 17 If they don't have one of those reps, the staff has
 18 to do that.
 19 Depending on how good their staff is, that can
 20 either be a plus or a minus.
 21 **Q And then you said that these members that have to do**
 22 **online purchasing, they have to wait for the products to**
 23 **be shipped?**
 24 A Yes.
 25 **Q Is that somehow different from the members-- the**

31

- 1 **Burkhart members who would have access to a rep?**
 2 A Where there's full-service representation, there's
 3 usually a distribution warehouse where products can come
 4 same day, where that's not an option -- at no charge --
 5 for people without representation.
 6 **Q Where does Burkhart have full-service representation?**
 7 **What part of the country?**
 8 A Mostly the West Coast.
 9 I don't know how far east they go.
 10 **Q For members that are in an area where Burkhart has**
 11 **full-service representation, those members would be**
 12 **likely to get supplies faster; is that correct?**
 13 A If needed, faster, yes.
 14 I am not familiar with all the shipping options for
 15 Burkhart and if overnight shipping is available for
 16 people on the East Coast.
 17 It depends on if you need it faster or not.
 18 Usually two to three days with proper inventory
 19 management isn't an issue to get supplies in time.
 20 It's the model they set up.
 21 **Q It's the model who set up?**
 22 A Burkhart.
 23 The bigger piece is having the rep in the office.
 24 That is a detractor for people on the East Coast.
 25 **Q Having a rep in the office is helpful for inventory**

32

- 1 **management, you said?**
 2 A Also just a personal relationship.
 3 Some of these practices have known their reps for
 4 many years, and cheaper price or not, they're not
 5 willing to move. There's a loyalty factor.
 6 Some of the other vendors that we have in the
 7 buyers group don't have reps, everything is direct
 8 online sales anyway, so that has helped increase the
 9 membership of the buyers group.
 10 Some members don't purchase at all from the supply
 11 company.
 12 **Q How has that increased the membership of the buyers**
 13 **group?**
 14 A Buyers are willing to purchase from vendors other than
 15 the dental supply company in the buyers group, so they
 16 don't have to change their dental supply company, which
 17 they didn't have to anyway, but they feel better about
 18 keeping a rep in their office, and there's no tension
 19 with having this other option, but they can buy from
 20 another vendor in the buyers group and still save.
 21 **Q Okay. I see.**
 22 **Are the vendors you're talking about manufacturers**
 23 **instead of dental distributors?**
 24 A Yes.
 25 **Q So would you consider Burkhart to be a dental**

8 (Pages 29 to 32)

33

1 distributor?
 2 A Yes.
 3 **Q Or you mentioned "dental supply company."
 4 Is that another word for "Burkhart"?**
 5 A Yes.
 6 **Q So buyers or members could maintain their relationship
 7 with the rep in the office but still get a discount by
 8 purchasing through the Kois Buyers Group direct from the
 9 manufacturer?**
 10 A From those particular vendors.
 11 They can also purchase from Burkhart and keep their
 12 Schein rep, their Patterson rep.
 13 There is no obligation to purchase everything from
 14 one person.
 15 They can purchase all or nothing from them or
 16 everything in-between.
 17 **Q Understood.**
 18 **You said that having other vendors, like
 19 manufacturer vendors, has increased the membership of
 20 the buyers group?**
 21 A Yes.
 22 **Q And that's because those members might be able to keep
 23 their representative and not switch to Burkhart?**
 24 A If Burkhart is the only company that's a vendor in the
 25 buyers group, and you have no interest in purchasing

34

1 anything from Burkhart, then there's not a lot of
 2 incentive to join the buyers group, but with the
 3 addition of additional companies, there's more incentive
 4 of becoming a member, even though you have no intention
 5 of purchasing from Burkhart.
 6 **Q Thank you.**
 7 **Going back to Kois membership, has the \$299 per
 8 year fee, the fee structure we discussed earlier, has
 9 that been in place since Kois Buyers Group was founded,
 10 if you know?**
 11 A No.
 12 Originally there was a tiered approach, before I
 13 came onboard, where dentists were charged monthly based
 14 on the amount of product that they purchased, so a
 15 percentage of their supplies.
 16 There were three tiers.
 17 I think it was-- the tallest, highest one was, I
 18 think, \$500 a month.
 19 The second tier was approximately \$300 a month.
 20 The final tier was approximately \$200 a month.
 21 **Q And were you responsible for changing that membership
 22 fee structure?**
 23 A Yes.
 24 **Q Why did you change it?**
 25 A The costs were too high.

35

1 **Q Too high for dentists?**
 2 A Yes.
 3 **Q Did you hear complaints?**
 4 A No.
 5 **Q How did you know that the costs were too high?**
 6 A Personal preference.
 7 **Q Whose personal preference?**
 8 A Mine.
 9 **Q Okay.**
 10 A My preference is to provide the dentists as much value
 11 as possible with charging the least amount of money to
 12 keep the program going.
 13 It is not intended to be a profitable business.
 14 **Q If it's not intended to be a profitable business, why do
 15 you have Kois Buyers Group?**
 16 A There's a cost associated with managing the buyers
 17 group. That's what the purpose of the charge is.
 18 Does that answer your question?
 19 **Q Well, I guess, why did you or your father start Kois
 20 Buyers Group, if not to make profit?**
 21 A Sure.
 22 It's a way to allow the smaller dentists an option
 23 to compete with the larger companies, by reducing some
 24 of their overhead.
 25 **Q So it was basically just to help the smaller dentists?**

36

1 A Yes.
 2 The overall goal is to save the dentists enough
 3 money, that it can pay for their education at the Kois
 4 Center.
 5 **Q You mentioned that members are required to take one
 6 course at the Kois Center; is that right?**
 7 A Correct.
 8 **Q How much would a class typically run?**
 9 A A typical three-day class is \$5,395.
 10 **Q Is it your goal to save dentists at least that much,
 11 \$5,395, through the Kois Buyers Group?**
 12 A It is my goal to save them the total cost of taking all
 13 the courses at the center, which is approximately
 14 50,000.
 15 **Q Okay. Wow, so \$50,000 a year?**
 16 A No. That's a one-time-- if you have taken all the
 17 courses, that is the total cost.
 18 If they were to save that over the lifetime, that
 19 would be great.
 20 If they can save that every year, that's even
 21 better.
 22 **Q So has the \$299 fee been in place since October 2015
 23 when you started?**
 24 A No. The fee was in place, but we didn't start charging
 25 people until March of 2016.

37	<p>1 Q Why didn't you start charging people until then?</p> <p>2 A Because the program wasn't structured. There was a lot</p> <p>3 of confusion.</p> <p>4 Before that month, any charges were a deposit on</p> <p>5 future payments, so anyone that paid \$500 or \$300</p> <p>6 previously, we pushed all that forward.</p> <p>7 If they paid \$300, they paid for a year of</p> <p>8 membership, and they wouldn't be charged until the</p> <p>9 following year.</p> <p>10 If they paid 500, we rounded that to two years, and</p> <p>11 they didn't pay for two years.</p> <p>12 We have current members that haven't paid more than</p> <p>13 their deposit when they started in 2014.</p> <p>14 Q So you said prior to March 2016 you weren't charging</p> <p>15 people because the program wasn't structured.</p> <p>16 What did you mean by that?</p> <p>17 A Right.</p> <p>18 There wasn't a platform in place to charge them.</p> <p>19 Everything was manual.</p> <p>20 There was no easy place for information to be</p> <p>21 stored, no organized fashion of displaying the discounts</p> <p>22 from the particular vendors.</p> <p>23 It was a very disorganized group.</p> <p>24 Q But then as of March 2016, it became more organized?</p> <p>25 A By March 2016 we had a website in place that listed all</p>	39	<p>1 have in the program, complaints.</p> <p>2 Q And there's-- am I correct that there's no requirement</p> <p>3 to purchase through Kois Buyers Group vendors?</p> <p>4 A Correct.</p> <p>5 It's clearly stated on the website, that there's no</p> <p>6 obligation.</p> <p>7 It is also listed in all newsletters that I send</p> <p>8 out.</p> <p>9 Q And even if there's no requirement, are there any</p> <p>10 incentives to purchase through the Kois vendors?</p> <p>11 A There would be discounts.</p> <p>12 Q Purchasing through the Kois vendors gives access to</p> <p>13 discounts, correct?</p> <p>14 A Correct.</p> <p>15 Q And there are no requirements for the dentists to change</p> <p>16 their practice in any way?</p> <p>17 A No.</p> <p>18 Q And Kois Buyers Group does not take any ownership</p> <p>19 interest in the member dental practices, correct?</p> <p>20 A Correct.</p> <p>21 Q And does Kois Buyers Group play any role in management</p> <p>22 decisions of the member dental practices?</p> <p>23 A No.</p> <p>24 Q So as part of your job duties, do you interact with Kois</p> <p>25 Buyers Group members?</p>
38	<p>1 the vendors.</p> <p>2 It was also a place for members to sign up for the</p> <p>3 buyers group.</p> <p>4 The website also does renewals for memberships, to</p> <p>5 make things more efficient, which is why it takes so</p> <p>6 little time for me to administer currently.</p> <p>7 Q Thank you.</p> <p>8 Are Kois members required to sign an agreement with</p> <p>9 Kois Buyers Group to access the benefits?</p> <p>10 A No.</p> <p>11 Q So I have heard of something called the Tribal</p> <p>12 Membership Program.</p> <p>13 Do you know what that is?</p> <p>14 A Yes.</p> <p>15 Q What is that?</p> <p>16 A That is what was originally called-- that's what the</p> <p>17 buyers group was originally called.</p> <p>18 Q And are there rules that-- are there Tribal Membership</p> <p>19 Program rules that members must abide by?</p> <p>20 A They have to have taken at least one course.</p> <p>21 Q Other than that, no rules, that you are aware of?</p> <p>22 A No. No.</p> <p>23 They are free to tell anybody they like whatever</p> <p>24 discounts they get from any members.</p> <p>25 They're free to tell anybody about any success they</p>	40	<p>1 A Yes.</p> <p>2 Q How frequently?</p> <p>3 A It's at the members' discrepancy, so when they choose to</p> <p>4 reach out to me.</p> <p>5 That's an interaction I will have with them.</p> <p>6 Other than them engaging the conversation, the only</p> <p>7 interaction I have is the newsletters and the social</p> <p>8 media posts that we do.</p> <p>9 Q Okay. How frequently, approximately, do members reach</p> <p>10 out to you?</p> <p>11 A Two or three times a month.</p> <p>12 Q Two or three times a month you get a member reaching out</p> <p>13 to you, approximately?</p> <p>14 A Mm-hm.</p> <p>15 Q For what purpose do they typically reach out?</p> <p>16 A Some of them have questions about the buyers group that</p> <p>17 could be answered on the website. They just choose not</p> <p>18 to log in and find the answers themselves.</p> <p>19 Some of them are compliments of the success that</p> <p>20 they've had with the vendors of the group.</p> <p>21 Some of them are complaints from the vendors not</p> <p>22 giving them the discounts that they were supposed to</p> <p>23 receive.</p> <p>24 Q Do you usually receive communications from members via</p> <p>25 e-mail?</p>

41

1 A More than likely.
 2 Occasionally phone calls.
 3 Occasionally, if the people are at courses, they'll
 4 tell me in-person.
 5 **Q Do you attend courses yourself?**
 6 A What do you mean by "attend"?
 7 **Q You said "occasionally if people are at courses, they**
 8 **will tell me in-person," so I was wondering if you**
 9 **generally attend courses.**
 10 A I don't have a seat in the room, so I am not a general
 11 participant in the course, but at breaks I will come out
 12 and introduce myself and socialize with the members,
 13 make sure they're comfortable, they're enjoying their
 14 course.
 15 **Q Am I correct that dentists can take courses at Kois**
 16 **Center without being a member of the Kois Buyers Group?**
 17 A Yes.
 18 **Q How frequently does the Kois Center host courses?**
 19 A Approximately 30 courses taught specifically by Dr. Kois
 20 per year, and approximately five additional adjunctive
 21 courses per year.
 22 **Q And the courses can run more than one day?**
 23 A Correct.
 24 **Q Do they typically run more than one day?**
 25 A Yes.

42

1 **Q What do they typically run?**
 2 A Typically for a course, a core course, a Kois course,
 3 there is either a three-day course or a five-day course.
 4 Course days are anywhere from ten hours a day for a
 5 three-day and 11 hours a day for a five-day.
 6 **Q Where are the Kois classes held?**
 7 A At the Kois Center in South Lake Union.
 8 **Q You mentioned that some dentists have reached out with**
 9 **compliments about Kois Buyers Group?**
 10 A Yes.
 11 **Q What type of compliments have you heard?**
 12 A They're saving a lot of money.
 13 **Q Anything else?**
 14 A They love the website.
 15 **Q Anything else?**
 16 A They appreciate my efforts.
 17 **Q Okay. So you have heard from dentists that they've**
 18 **saving a lot of money?**
 19 A Yeah.
 20 **Q How frequently do you hear that?**
 21 A Every-- it depends on the time of year.
 22 I would say quarterly.
 23 **Q Quarterly you will hear from one dentist saying that**
 24 **they're saving a lot of money?**
 25 A Sure.

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1 It's voluntary, so it's whatever they feel
 2 compelled to share their experience.
 3 **Q Do you have a sense for how much money that dentists,**
 4 **who are members of Kois Buyers Group, are saving in a**
 5 **year?**
 6 A It depends on vendors that they are saving the money on.
 7 We ask vendors to give us an update in whether some
 8 of the members are successful in saving money.
 9 **Q How frequently do you receive that update?**
 10 A Annually.
 11 We ask all the vendors, and it is voluntary whether
 12 or not they choose to send any updates on that.
 13 **Q For those that do send an update, how would they send**
 14 **that to you?**
 15 A As an e-mail generally.
 16 **Q Do you recall receiving any e-mails from vendors about**
 17 **how members have been saving money?**
 18 A Yeah. We received one last year and this year from
 19 Burkhart.
 20 We asked them to remove any identifiable
 21 information from the customers, their name, practice,
 22 and give us an idea of anybody that's a member of the
 23 buyers group, pre and post membership, if they saved any
 24 money.
 25 **Q What were the results?**

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1 A Some members were saving on an average of 20,000 to
 2 30,000 a year in their supplies, as compared to their
 3 previous relationships.
 4 Some were previous Burkhart members but not Kois
 5 Buyers Group members.
 6 Some were various dental supply-- they order from
 7 lots of different people.
 8 Some were from Schein, Patterson-- it just depends
 9 on who they were with.
 10 Burkhart has a very structured, stringent way of
 11 determining that, where it's only if there is an
 12 agreement that they are taking all of their business, so
 13 they have some sort of a guarantee program where they
 14 match up the invoices and compare things line by line.
 15 **Q So Burkhart has a guarantee program.**
 16 **Is that for Kois Buyers Group members?**
 17 A No. It's company-wide.
 18 I believe it's called a supply side guarantee.
 19 They guarantee savings compared to some other
 20 competitors if they're purchasing all through them.
 21 **Q So Kois Buyers Group members would have access to that**
 22 **program?**
 23 A Anybody would have access to that.
 24 You don't have to be a Kois Buyers Group member to
 25 have access.

45

1 **Q Understood.**
 2 **MR. RYAN-LANG: I think we have been**
 3 **going a little over an hour.**
 4 **Do you need to take a break?**
 5 MS. GOFF: This is a great time for a
 6 break, if you want.
 7 **MR. RYAN-LANG: I would like to take**
 8 **a five-minute or ten-minute break.**
 9 MS. GOFF: Sure.
 10 (Recess 9:56 to 10:07 a.m.)
 11
 12 **Q (By Ms. Goff) Mr. Kois, from your experience in the**
 13 **dental industry, do you believe that dentists are**
 14 **interested in joining Kois Buyers Group or groups like**
 15 **Kois Buyers Group?**
 16 A I can't speak to what their interest is.
 17 I can tell you that there's a lot of buyers groups
 18 starting. We are certainly not the only ones. I'm sure
 19 there's a reason for that.
 20 If there's that many starting, there has to be an
 21 interest, but I can't tell you for sure.
 22 **Q Thank you.**
 23 **Do you have any understanding of why dentists who**
 24 **are members of Kois Buyers Group join?**
 25 A They join to get a discount on products, mostly products

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1 that they already purchase.
 2 **Q What do you mean by "products they already purchase"?**
 3 A Many of the buyers group members have told me that to
 4 join the buyers group, the vendors that are part of the
 5 group are vendors that they buy from anyway, so to join
 6 and save money on products-- they don't have to do any
 7 product changes.
 8 You know, to buy a membership fee, you make that up
 9 on a couple of orders, depending on how big your orders
 10 are. It's a no-brainer for a lot of dentists. It's
 11 really simple.
 12 **Q Has Kois Center or Kois Buyers Group done any analysis**
 13 **or study of whether dentists are interested in joining**
 14 **buyers groups?**
 15 A No.
 16 **Q Do you have any understanding of-- nevermind. Strike**
 17 **that.**
 18 **Do you have any understanding of whether in the**
 19 **last few years there has been increasing pressure on**
 20 **private dental practices' ability to thrive?**
 21 A I don't understand what you mean by "thrive."
 22 **Q Do you have any understanding of whether in the past few**
 23 **years there has been increasing pressure on private**
 24 **dental practices' ability to make money?**
 25 A Pressure from where?

47

1 **Q Any sources.**
 2 A I don't have any.
 3 **Q Have you heard of any challenges in the dental market**
 4 **specifically related to private practice dentists?**
 5 A The larger group practices are providing a lot of
 6 services that are cheaper, and they're trying to compete
 7 on price, and for a dentist that focuses with competing
 8 on value, that's a hard market to be in.
 9 **Q And so when you're referring to the group practices**
 10 **providing services that are cheaper, what kind of**
 11 **services do you mean?**
 12 A You know, a crown can be-- there's no set fee, unless
 13 you're dealing with an insurance company, in which case
 14 they set a fee for how much a crown is, but a dentist
 15 has a lot of latitude to decide on how much profit they
 16 want to make, whether there's a higher lab bill, a
 17 higher supply-- if you want to make a crown that looks
 18 exactly like the tooth they had or a brick in a person's
 19 mouth, that's the choice of the dentist and the patient
 20 to make an agreement on that.
 21 **Q So the larger group practices are providing services to**
 22 **customers, the people that are getting dental work done**
 23 **that's cheaper?**
 24 A Well, private practices do as well.
 25 A private practice can choose to use cheaper

48

1 materials, do something quicker, cut some corners,
 2 reduce their own margins.
 3 That's a choice of the dental office.
 4 It's not necessarily a group practice.
 5 **Q So are there any challenges related to individual**
 6 **dentists or small practices that you see, due to an**
 7 **increase in growth in large group practices?**
 8 A I don't have anything concrete.
 9 I could tell you what dentists feel like, but I
 10 don't have anything to prove that, nothing to
 11 substantiate that.
 12 **Q Well, what can you tell me about what dentists feel?**
 13 A Dentists have told me that they feel like the group
 14 practices do dentistry differently, and their business
 15 model focuses more on revenue than patient care.
 16 **Q Have dentists ever told you that the high price of**
 17 **supplies has been a challenge for them?**
 18 A I don't understand what you mean by "challenge."
 19 **Q Has been a-- have dentists ever informed you that the**
 20 **high price of supplies has led to lower profit margins**
 21 **for dentists?**
 22 A I would say that "high" is a subjective term, so
 23 dentists always appreciate lower costs, but if the costs
 24 they're spending is the costs they've always spent, they
 25 don't have an idea of what "high" is until they've

12 (Pages 45 to 48)

49

1 saved.

2 **Q Okay. We talked a little bit about this earlier, but**

3 **how do you attract new members to your Kois Buyers**

4 **Group?**

5 A We send out social media updates through the Kois Center

6 social media.

7 We also provide an informational sheet for all

8 participants at the Kois Center, that lists every vendor

9 and all the discounts that are available, plus a

10 reminder that there's no obligation, no exclusivity for

11 any of the vendors.

12 **Q Any other ways to recruit new members?**

13 A The only other way we've had is word of mouth.

14 Vendors are telling their-- the dentists that they

15 work with, that they have an option to give them

16 additional savings if they were a buyers group member.

17 **Q Do you have an understanding of whether vendors do tell**

18 **dentists that they could get additional savings if they**

19 **were a buyers group member?**

20 A No, I haven't heard anything from the vendor.

21 They tell me their reps are saying that, but I have

22 no way to substantiate that.

23 **Q Thank you.**

24 **You mentioned that there are other competitor**

25 **groups like Kois, is that right, other buyers group that**

50

1 **are similar to Kois that are out there?**

2 A Yes.

3 **Q Can members be both a member of the Kois Buyers Group**

4 **and another buyers group?**

5 A That's a question between-- if both buyers groups are

6 accepting of that.

7 The Kois Buyers Group is accepting-- you can be a

8 member of multiple buyers groups. There's no problem,

9 as far as we're concerned.

10 **Q Has Kois Buyers Group ever conducted any type of survey**

11 **of its members?**

12 A Regarding any kind of survey?

13 **Q Yes.**

14 A No.

15 **Q Okay. So Kois has not surveyed members to determine**

16 **whether-- like which types of distributors or**

17 **manufacturers or vendors that they would like to see**

18 **work with Kois Buyers Group?**

19 A There's been no surveys, but if people-- people will

20 recommend vendors that they use, that they say they

21 would appreciate in the buyers group.

22 **Q And what have you heard from members? What type of**

23 **vendors do they recommend?**

24 A Lately there are vendors that we talk about in the

25 courses but aren't members of the buyers group.

51

1 Ivoclar is a distributor. They're popular with

2 labs.

3 We don't have a lot of lab members.

4 Ultradent.

5 Both of those companies said no.

6 **Q What is Ultradent?**

7 A They're a direct-to-consumer supply company.

8 **Q Is it like an online ordering system?**

9 A I'm not familiar with how they do their sales.

10 **Q But you said they are a distributor, not a manufacturer?**

11 A I believe they're a manufacturer.

12 **Q Thank you.**

13 **Have you ever heard from any members that they**

14 **would like to see Schein, Patterson, or Benco as a**

15 **member?**

16 A Yes.

17 **Q How frequently does that occur?**

18 A How many in a year?

19 **Q Sure.**

20 A Maybe one or two times a year total.

21 **Q What about for individuals that are on the East Coast,**

22 **are those the individuals that are most likely to**

23 **request a Schein, Patterson, or Benco?**

24 A I would say yes.

25 **Q And that's because Burkhart doesn't offer full services**

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1 **on the East Coast?**

2 A Correct.

3 **Q And we have talked about the full-service distributor.**

4 **Would you contribute Burkhart to be a full-service**

5 **distributor?**

6 A Depending on what location you are in.

7 **Q What is a full-service distributor?**

8 A They have a rep that can come to the office to do your

9 sales.

10 They have a closer distribution center.

11 That the non full service, to my understanding, is

12 Internet only or infrequent salesmen calls on the

13 office.

14 **Q Thank you.**

15 **Are Schein, Patterson, Benco, to your**

16 **understanding, full-service distributors?**

17 A Yes.

18 They have full-service reps. I am not familiar

19 with what their territories are.

20 **Q Thank you.**

21 **Has Kois Buyers Group ever done any research into**

22 **why its members joined Kois Buyers Group?**

23 A Is that formal research like a survey or asking people,

24 tabulating results--

25 **Q Either informal or formal research?**

13 (Pages 49 to 52)

53	<p>1 A Informal.</p> <p>2 We ask people.</p> <p>3 If they say they're a member and they're happy, we</p> <p>4 ask them why they decided to join the buyers group.</p> <p>5 Q And generally what have you heard?</p> <p>6 A For discounts.</p> <p>7 Q Any other reasons that members have given for why they</p> <p>8 have joined Kois Buyers Group?</p> <p>9 A Some of the early members, before my time, they joined</p> <p>10 for the hope of discounts.</p> <p>11 When the initial members first started, there was</p> <p>12 no vendors, just the hope of discounts to come, so they</p> <p>13 weren't joining for the discounts, they were joining for</p> <p>14 the hope of discounts.</p> <p>15 Q Thank you.</p> <p>16 Is it fair to say that obtaining discounts on</p> <p>17 dental supplies is an important part of Kois buyers</p> <p>18 group's offering to dentists?</p> <p>19 A Yes.</p> <p>20 Q And do you have a sense for what percentage of supplies</p> <p>21 a typical member buys through Kois Buyers Group?</p> <p>22 A No.</p> <p>23 Q Kois has not done-- you or Kois has not done any</p> <p>24 analysis on that?</p> <p>25 A No.</p>	55	<p>1 Q Did you give an idea of how much members saved at that</p> <p>2 symposium?</p> <p>3 A Yes.</p> <p>4 Q And what did you say?</p> <p>5 A I only received an update from Burkhart, with three</p> <p>6 members, and the average savings was approximately</p> <p>7 \$23,000.</p> <p>8 Q Do you have an understanding of how Burkhart chose those</p> <p>9 three members to provide to you?</p> <p>10 A Yes. They were ones that they had invoices from the</p> <p>11 practice from pre membership to post membership, and</p> <p>12 they could compare the prices.</p> <p>13 Q Okay. So do you have any understanding of whether that</p> <p>14 23,000 is a norm or is typical for buying group members,</p> <p>15 for Kois Buyers Group members?</p> <p>16 A I don't have an understanding because I don't know how</p> <p>17 much they were spending with a previous company and what</p> <p>18 they're spending now, if it's consolidated, if it's</p> <p>19 something else.</p> <p>20 Q Okay. What is the annual symposium that you mentioned?</p> <p>21 A It is our large course every year.</p> <p>22 The Kois Center does a course providing all the</p> <p>23 updated scientific research from the last 12 months, and</p> <p>24 it's presented to-- anyone who has been a graduate, has</p> <p>25 gone through the program, is invited to come back.</p>
54	<p>1 Q And do you have an understanding of whether dentists</p> <p>2 save money by joining Kois Buyers Group?</p> <p>3 A Yes.</p> <p>4 Q And what is your understanding?</p> <p>5 A The dentists tell me they're saving money through the</p> <p>6 Kois Buyers Group, the dental members.</p> <p>7 Q Do you know what percentage of members save money by</p> <p>8 joining Kois Buyers Group?</p> <p>9 A No.</p> <p>10 We don't know what people purchase, if anything,</p> <p>11 from the vendors.</p> <p>12 Q Okay. So you don't receive any reports from your</p> <p>13 vendors regarding how much the members are purchasing?</p> <p>14 A We have, and it's voluntary.</p> <p>15 Q Voluntary from the vendors?</p> <p>16 A Correct.</p> <p>17 Q Is that something that Kois seeks out?</p> <p>18 A We request.</p> <p>19 Q And why do you request that information?</p> <p>20 A At our annual symposium in July, I give an update, to</p> <p>21 anyone who is in the room, of how the buyers group is</p> <p>22 doing, and I like to give people an idea of how much</p> <p>23 members have saved.</p> <p>24 Q Have you had your annual symposium this July?</p> <p>25 A Yes.</p>	56	<p>1 It's generally about 400 people.</p> <p>2 Q I have a document I would like to show you.</p> <p>3 (Exhibit No. 325 marked</p> <p>4 for identification.)</p> <p>5</p> <p>6 Q (By Ms. Goff) I am handing you what's been marked as</p> <p>7 Exhibit No. 325.</p> <p>8 This is a document that was produced to us by your</p> <p>9 counsel.</p> <p>10 A Yes.</p> <p>11 Q It says, "Johnny's Buyers Group business tip of the</p> <p>12 month," and then there's some text.</p> <p>13 Do you see that?</p> <p>14 A Yes.</p> <p>15 Q Is this something that comes from you?</p> <p>16 A Yes.</p> <p>17 Q What is it?</p> <p>18 A So we started in October of last year trying to do a</p> <p>19 monthly tip for people, to give them, that was hopefully</p> <p>20 more than just an announcement of a new vendor or just a</p> <p>21 discount, something they could take back to their</p> <p>22 practice to use to save money, and we did them through,</p> <p>23 I believe, May of this year.</p> <p>24 The one you have in front-- that you have given me</p> <p>25 as Exhibit No. 325, is the tip that we did for February.</p>

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1 **Q How do you know that?**
 2 A Because I know what month this went out.
 3 **Q So these tips of the month ran from approximately**
 4 **October 2016 to May of 2017?**
 5 A Correct.
 6 **Q And was it an e-mail that you sent out?**
 7 A Yes, it was an e-mail and also posted on our social
 8 media, for the Kois Center social media.
 9 **Q It just went to members?**
 10 A This was a public e-mail.
 11 The e-mail went to members, but anyone with access
 12 to Internet and our social media could view this.
 13 **Q And who has access to Kois social media?**
 14 A I do.
 15 **Q Who could access it?**
 16 **Do you keep your social media--**
 17 A Open, totally open.
 18 **Q What social media are you referring to?**
 19 A Facebook, Twitter, LinkedIn, Tumblr, WordPress,
 20 Instagram.
 21 **Q So do these monthly tips go out on all of those social**
 22 **media mediums you just mentioned?**
 23 A Yes.
 24 **Q Thank you.**
 25 **Okay. So it says here, "The Kois Buyers Group was**

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1 **created with one purpose, get the best price possible**
 2 **for the individual dentist without having to wait for a**
 3 **'trade show' price or purchase in bulk."**
 4 **Do you see that?**
 5 A Yes.
 6 **Q Is that the Kois Buyers Group's sort of purpose?**
 7 A Yes.
 8 **Q Is there a mission statement somewhere for the Kois**
 9 **Buyers Group?**
 10 A Yes. It's on the Kois Buyers Group website.
 11 **Q Are the words that are in here, that I just read, the**
 12 **mission?**
 13 A Mostly.
 14 The mission statement is this and a reminder that
 15 there's no obligation, no exclusivity to purchase from
 16 any of the vendors.
 17 **Q Okay. Thank you.**
 18 A You're welcome.
 19 **Q Moving down to the next paragraph, it says, "We ask the**
 20 **participating vendors to look at our membership and**
 21 **purchasing power as a whole and take into consideration**
 22 **when offering discounts to our members."**
 23 **Is that how Kois Buyers Group sort of pitches**
 24 **itself to vendors?**
 25 A Are you asking how we open the dialogue for a vendor to

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1 become a member of the buyers group?
 2 **Q Yes.**
 3 A We have had requests from people to ask vendors to be
 4 part of the buyers group, and we tell them that "These
 5 are products that my dad uses in his lectures, that he
 6 likes and promotes, and that we don't receive any
 7 compensation for that, but this is a big group of people
 8 that are purchasing. Would you consider offering them a
 9 discount?"
 10 We ask them to provide-- if they do a special sale
 11 at a trade show or something at a bulk price, "If you
 12 could take that price for one product and offer that as
 13 the discount for every day to the members."
 14 **Q Thank you.**
 15 **The next sentence says, "Because of your**
 16 **participation, Burkhart will begin to roll out lower**
 17 **pricing starting February 1st, 2017."**
 18 **Do you see that?**
 19 A Yes.
 20 **Q What does that mean?**
 21 **I am particularly interested in understanding how**
 22 **the participation of the members relates to Burkhart's**
 23 **rolling out lower pricing.**
 24 A So Burkhart tracks how much supply is purchased from the
 25 buyers group.

60

1 When I negotiated the contract in December of 2015,
 2 the current agreement, they said that if there wasn't a
 3 certain amount of participation, that they would be
 4 increasing their pricing to members, and I asked them to
 5 then lower them if there was a certain purchasing amount
 6 by the members.
 7 In January they told me that those numbers had been
 8 met for the previous year, and that they would be
 9 lowering their margins by two percent, and that was a
 10 figure that they came up to on their own.
 11 That's not two percent from the previous year's
 12 pricing. That was two percent based on their current
 13 year pricing.
 14 If they raise their pricing three percent and then
 15 lowered it two percent, it is still a one percent
 16 increase.
 17 **Q Do you know what the numbers that were met-- strike**
 18 **that.**
 19 **You mentioned that the members bought a certain**
 20 **number of product from Burkhart?**
 21 A Dollar amount?
 22 I don't know number of products.
 23 **Q Okay. Is it a dollar amount that was met?**
 24 A Yes.
 25 **Q Okay. And what was the dollar amount?**

15 (Pages 57 to 60)

61	<p>1 A I believe it was approximately 6 million.</p> <p>2 Q And then the next-- two sentences below that it says,</p> <p>3 "Our members are seeing real results. Some have saved</p> <p>4 well over \$50,000."</p> <p>5 Do you see that?</p> <p>6 A Yes.</p> <p>7 Q And so is this indicating that some individual dentists</p> <p>8 saved over \$50,000 in discounts?</p> <p>9 A Yes.</p> <p>10 Q And how do you know that some individual--</p> <p>11 A We had a dentist that came to us in a course and said</p> <p>12 they saved over \$50,000.</p> <p>13 Q Was that just one dentist?</p> <p>14 A Yes.</p> <p>15 Q Have you heard of any other dentists that have saved</p> <p>16 that much money?</p> <p>17 A No.</p> <p>18 Q And did you have an understanding of whether that</p> <p>19 dentist saved the \$50,000 over a period of a year or was</p> <p>20 it total since he had been a member?</p> <p>21 A He didn't give a timeline.</p> <p>22 Q And then in the next sentence it says, "This means that</p> <p>23 a Kois Buyers Group member can fund his or her entire</p> <p>24 Kois Center curriculum by using whatever products he or</p> <p>25 she chooses."</p>	63	<p>1 Buyers Group member saves on dental supplies in a given</p> <p>2 year?</p> <p>3 A It depends on what they were buying before.</p> <p>4 If you are buying additional products, it is</p> <p>5 difficult to account for the supply savings.</p> <p>6 I can tell you what dentists have told me that</p> <p>7 they've saved, and it is a percentage based on their</p> <p>8 practice, so on average dentists tell me they save</p> <p>9 somewhere between three and 15 percent.</p> <p>10 Some dentists watch that more closely than others.</p> <p>11 Q They watch the savings-- they track the savings?</p> <p>12 A Their inventory in general.</p> <p>13 A lot of dentists don't have a handle on how much</p> <p>14 they spend in any category, including supplies.</p> <p>15 Q For those that you have spoken to, on average, those</p> <p>16 dentists have told you they've saved three to 15</p> <p>17 percent?</p> <p>18 A On average-- on average the dentists have told me</p> <p>19 they've saved, and those dentists, on average, are three</p> <p>20 to 15 percent.</p> <p>21 There are dentists that tell me they're a buyers</p> <p>22 group member and they're not saving any money.</p> <p>23 Q Do you do anything to help those members save more</p> <p>24 money?</p> <p>25 A No. If they're unhappy with their membership, I offer</p>
62	<p>1 Is this a reference to the Kois Center curriculum</p> <p>2 being somewhere around \$50,000?</p> <p>3 A Yes.</p> <p>4 Q Thank you.</p> <p>5 We talked today several times about how Kois Buyers</p> <p>6 Group does not have an obligation to members to purchase</p> <p>7 from the vendors, Kois Buyers Group vendors.</p> <p>8 A Yes.</p> <p>9 Q Why is it that Kois Buyers Group does not require</p> <p>10 members to purchase from certain vendors?</p> <p>11 A We don't have a financial interest in any company.</p> <p>12 The Kois Center is wholly independent from</p> <p>13 sponsorships.</p> <p>14 To direct people to a particular vendor would--</p> <p>15 real or not, should make the appearance that had</p> <p>16 changed, that we did have some sort of financial gain</p> <p>17 from any of these companies, and we don't.</p> <p>18 It was an effort to stay as impartial as possible.</p> <p>19 Q Okay.</p> <p>20 A We also don't have a strong opinion either way, where</p> <p>21 people purchase their products.</p> <p>22 We make a recommendation, but ultimately they can</p> <p>23 choose whatever they'd like.</p> <p>24 Q I think you may have already answered this, but do you</p> <p>25 have any understanding of the average amount that a Kois</p>	64	<p>1 them a refund.</p> <p>2 Q How frequently does that happen?</p> <p>3 A It's happened once.</p> <p>4 Q I would like to talk a little bit about Kois Buyers</p> <p>5 Group vendors.</p> <p>6 A Sure.</p> <p>7 Q So how does a vendor relationship start?</p> <p>8 A Generally I'll reach out to a sales rep, and they will</p> <p>9 reach out to their headquarters and get me in touch with</p> <p>10 the right person.</p> <p>11 Q And how do you decide which sales reps or which</p> <p>12 companies to reach out to?</p> <p>13 A They're products that are generally listed in the</p> <p>14 courses taught by the Kois Center, so if my dad has a</p> <p>15 vendor that he likes, he will ask me to see about if</p> <p>16 they're interested in joining the buyers group as a</p> <p>17 vendor.</p> <p>18 We also have members that will recommend products.</p> <p>19 Q Okay. And what types of vendors does Kois Buyers Group</p> <p>20 approach?</p> <p>21 Is it distributors and manufacturers?</p> <p>22 A Manufacturers mostly.</p> <p>23 Q Is Burkhart the only distributor that Kois Buyers Group</p> <p>24 has a relationship with?</p> <p>25 A No.</p>

1 **Q What other ones?**
 2 A Sinclair Dental.
 3 **Q Any others?**
 4 A No.
 5 **Q Is Sinclair Dental a Canadian-based company?**
 6 A Yes.
 7 **Q Do they only sell in Canada?**
 8 A Yes.
 9 **Q So within the United States the only distributor that**
 10 **Kois Buyers Group has a relationship with is Burkhart?**
 11 A As a distribution company, yes.
 12 Brasseler is a manufacturer, but they were
 13 purchased by Schein.
 14 **Q Do you know how many manufacturer vendors Kois Buyers**
 15 **Group has?**
 16 A Manufacturer only?
 17 **Q Yes.**
 18 A I believe it's 28.
 19 **Q Is there a list of those vendors somewhere?**
 20 A Yes.
 21 **Q Where?**
 22 A It is on an informational handout that we give to all of
 23 the participants to the courses.
 24 It is also on the Kois Buyers Group website.
 25 **Q Is the Kois Buyers Group website open to anyone or is**

1 A We can ask them to negotiate with them a better price
 2 for our members, but ultimately we don't have any
 3 control over that.
 4 3M doesn't distribute directly to our members.
 5 **Q Have you reached out to 3M about distributing directly**
 6 **to members?**
 7 A Yes.
 8 **Q And did they say that they were not interested?**
 9 A Yes.
 10 **Q Did they give you a reason?**
 11 A They said that the members already purchase from 3M--
 12 well, they already purchase 3M products, so a discount
 13 is just eroding their profits.
 14 **Q Have you heard that sentiment from any other vendors**
 15 **that you have reached out to?**
 16 A We heard that-- for any vendors? It's always a concern.
 17 It has never been the main reason to not be-- to
 18 not participate in the buyers group.
 19 **Q But it was the main reason for 3M?**
 20 A Correct.
 21 That was what Burkhart told us. I didn't have any
 22 direct communication with 3M stating as such.
 23 **Q Thank you.**
 24 **For the 28 manufacturers that Kois Buyers Group**
 25 **partners with, did you have direct negotiations with all**

1 **there a password--**
 2 A There's a password.
 3 **Q So it is really only for members to log in?**
 4 A You're able to log on without being a Kois Buyers Group
 5 member and see all the available discounts.
 6 Your membership is dictated on if you've been-- if
 7 you qualify to become a member, so if you've been to at
 8 least one course, you have access to the vendors.
 9 **Q So I am not going to ask you to list all 28**
 10 **manufacturers, but are there a top-five manufacturers**
 11 **that Kois Buyers Group works with?**
 12 A What would qualify as the top five?
 13 **Q I don't know, the top five that you understand dentists**
 14 **purchase from.**
 15 A That would be Burkhart, Sinclair, Brasseler, Straumann,
 16 Dentsply, and I'm going to guess CariFree.
 17 **Q Does Kois Buyers Group work with 3M?**
 18 A Through Burkhart.
 19 **Q Okay. So what is the distinction you are making there?**
 20 A We can't purchase directly through 3M, so if it's a
 21 product that is distributed through Burkhart, Burkhart
 22 negotiates the discounts.
 23 We don't have any opinion, any kind of a sway in
 24 those conversations.
 25 **Q Okay.**

1 **of those?**
 2 A Yes.
 3 **Q And does Kois Buyers Group have some sort of contract**
 4 **with those 28 manufacturers?**
 5 A No.
 6 **Q Okay. What is the relationship then?**
 7 A We asked them to provide a discount to the members.
 8 We sent them a member list, and they agreed to give
 9 a discount to the members.
 10 **Q But it is an informal agreement?**
 11 A Yes.
 12 **Q In other words, it is not written in a contract?**
 13 A Correct.
 14 **Q But your agreement with Burkhart and Sinclair, that is**
 15 **written in a contract, correct?**
 16 A Correct. They are the only two contracts that we have.
 17 **Q And why did you do a contract with Burkhart and Sinclair**
 18 **but not with the other manufacturers?**
 19 A It is vendor preference.
 20 **Q So "vendor" meaning the Burkhart and Sinclair?**
 21 A Correct.
 22 **Q And did-- do Burkhart and Sinclair have any type of**
 23 **relationship with each other?**
 24 A What kind of relationship?
 25 **Q I don't know.**

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<p>1 I just wasn't sure if they were related at all, 2 like maybe subsidiaries or something like that. 3 A No. 4 Q Does Kois have any minimum discounts that it requires 5 vendors to offer in order to be a part of the Kois 6 Buyers Group program? 7 A No. 8 Q Would you consider Kois Buyers Group to be selective 9 about what vendor partners they work with? 10 A Yes. 11 Q And you mentioned earlier that it's based on your 12 father's sort of recommendations on products? 13 A Partly. 14 Q What else is it based on? 15 A Member requests. 16 We have some vendors that aren't listed in any of 17 our lectures, but the members have requested they be 18 available as a vendor in the discount. 19 We also try not to have too many of the same type 20 of vendor in the same-- as a part of it. 21 Q What do you mean by "the same type of vendor"? 22 A We have four different implant companies as part of it. 23 If the implant company knows they're competing 24 against nobody, they have more incentive to give a 25 larger discount. They have less of an incentive when</p>	<p>1 more expensive than a vendor in the buyers group is not 2 an incentive for them to switch to a different implant 3 company. 4 For implants in particular, it was better to have 5 more options for people, because we're finding that 6 implants is a very inflexible product. People will take 7 a discount on the product they use, but they won't 8 necessarily move to another brand, is our experience. 9 Q Okay. Are there any other types of supplies that fall 10 into that category? 11 A Sure. 12 Some people have personal preferences, some people 13 don't. 14 Some people like a particular glove brand, some 15 people don't. 16 Some people have a type. 17 Some people have a certain type of composite that 18 they like. 19 It's really dependent on what the dentist likes. 20 Q Other than implants, which you said was a pretty 21 inflexible product, have you come across any products 22 that you've noted are particularly inflexible? 23 A My dad recommends 3M's Unicem, which is a bonding agent. 24 His opinion is it's a superior product, so people 25 are willing to spend more for that product than a</p>
<p>1 they have more than one competitor giving a discount. 2 We also elect for less of a discount and more 3 vendors, if possible. 4 Q And why is that? 5 A Give people more options. 6 Q Have dentists expressed an interest in having more 7 options? 8 A In what category? 9 Q Any category. 10 A Not for particular supplies. They just ask for 11 particular products, so that would be a personal 12 preference. 13 Q When you say they ask for particular products, are you 14 referring to a particular brand name? 15 A Occasionally. 16 Q What else could it be? 17 A That's all I've heard. 18 Q Okay. So you said "not for particular supplies," 19 meaning like gloves or-- I don't know, fillings or 20 something like that, but for particular products, 21 meaning brands-- 22 A Some people-- right. 23 We have, for instance-- implants, people have a 24 very strong opinion one way or the other which implant 25 they choose to use, and whether or not that vendor is</p>	<p>1 competitor, which is why people continue to buy a 3M 2 product, even though they can get cheaper versions, as 3 far as our members are concerned. 4 Q Does Kois Buyers Group impose any requirements on the 5 vendors that it partners with? 6 A Yes. 7 Q What? 8 A We ask that they not e-mail too frequently with 9 discounts for the members. 10 We ask them to limit their e-mail newsletters to 11 quarterly. 12 Q Any other requirements? 13 A We ask them to tell people that they're part of the Kois 14 Buyers Group and not a member-- and not related to the 15 Kois Center. 16 Q Any other requirements? 17 A No. 18 Q And why do you ask vendors to tell people that they're 19 part of Kois Buyers Group and not related to Kois 20 Center? 21 A We don't want people to get the opinion that there is a 22 sponsorship with the Kois Center. 23 It is a separate company, and we like to make that 24 very clear. 25 Q And why is that?</p>

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1 A Because having no sponsorship and be part of a
2 continuing education center is not-- is not something
3 that happens a lot, so that uniqueness gives us a lot of
4 traction in any opinions we give as far as what products
5 are.
6 The idea that we are paid for those endorsements
7 cheapens the opinions.
8 **Q Does Kois Buyers Group advertise or let members know
9 that they're not paid for the endorsements?**
10 A The Kois Buyers Group doesn't.
11 The Kois Center does.
12 **Q Okay. What are the range of discounts that the
13 manufacturer vendor partners provide?**
14 A I think the smallest is approximately three percent and
15 the highest is approximately 40 percent.
16 **Q And so if there's no formal contract with the
17 manufacturers, are the discounts written down somewhere,
18 the discounts that are offered to Kois Buyers Group
19 members?**
20 A We ask the vendors to fill out an informational sheet
21 that lists what kind of discount they intend to give to
22 the members, but we have no way of tracking that.
23 **Q And when you said you have no way of tracking that, do
24 you mean you have no way of confirming or verifying if
25 those are the discounts that are actually offered to**

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1 **members?**
2 A Correct.
3 **Q Is there any requirement that vendors offer discounts on
4 all of their products as opposed to just certain
5 products?**
6 A No.
7 **Q Do some vendors only offer discounts on certain
8 products?**
9 A Yes.
10 **Q Are there any that offer discounts across the board on
11 all the products that they sell?**
12 A Yes.
13 **Q So you mentioned that the first step in bringing in a
14 new vendor partner is to reach out to a sales rep.
15 Do you usually reach out via e-mail or on the
16 telephone?**
17 A Either, whatever contact I have.
18 That's usually all I have for contacting the
19 company, and usually that's the first place to start.
20 **Q E-mail, that is?**
21 A Or phone.
22 **Q Okay.**
23 A Many times it's phone.
24 **Q How do you determine which vendors to reach out to?**
25 A Recommendations from either Dr. Kois or current members.

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1 **Q Any other ways?**
2 A No.
3 **Q Is Kois interested in partnering with a variety of
4 vendors?**
5 **In other words, is it important to have as many
6 vendors as possible?**
7 A No.
8 **Q Has Kois reached out to any distributors, other than
9 Burkhart?**
10 A To be a part of the buyers group?
11 **Q Yes.**
12 A Yes.
13 **Q Which ones?**
14 A I reached out to Benco in 2015 when I was negotiating
15 the agreement with Burkhart.
16 **Q Have you reached out to any other distributors?**
17 A Schein Canada reached out to us last year and expressed
18 an interest in being part of the-- of being a
19 distributor in Canada.
20 **Q Okay. Has Schein in the United States reached out to
21 Kois Buyers Group about being a distributor?**
22 A No.
23 **Q Have you or anyone else from Kois Buyers Group reached
24 out to Schein?**
25 A No.

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1 **Q And what about prior to your arrival at Kois Buyers
2 Group, do you have an understanding of whether there
3 were any conversations between Kois Buyers Group and
4 Schein?**
5 A My understanding is that Schein was approached prior to
6 the agreement with Burkhart, and their response was no.
7 **Q How did you come to have that understanding?**
8 A That's what my dad told me, based on a conversation with
9 Qadeer.
10 **Q Did your dad tell you whether Schein gave a reason for
11 saying no?**
12 A No.
13 **Q So do you have any understanding of why Schein said no?**
14 A No.
15 **Q What about Patterson? Did Kois Buyers Group ever
16 approach Patterson to be a distributor?**
17 A Neither of these would have been the Kois Buyers Group.
18 This was ProCare Services that did the negotiation, and
19 it is my understanding that they also reached out to
20 Patterson.
21 **Q Okay. Just to be clear, ProCare Services was doing the
22 negotiation on behalf of Kois Buyers Group, correct?**
23 A Correct.
24 **Q And what is your understanding of what Patterson's
25 response was?**

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1 A My understanding is their response was no.
 2 **Q How did you come to have that understanding?**
 3 A Burkhart was already a vendor, and my understanding was
 4 Burkhart was a member because Schein and Patterson both
 5 said no.
 6 **Q Did your father tell you that or--**
 7 A Yes.
 8 **Q Okay. Was your father interested in having Schein**
 9 **and/or Patterson be a vendor?**
 10 A I don't understand by "interested" what you mean.
 11 **Q Did your father direct ProCare Services to reach out to**
 12 **Schein and Patterson?**
 13 A No.
 14 **Q And what is your understanding of why ProCare Services**
 15 **approached Schein and Patterson?**
 16 A I don't have an understanding of why they started with
 17 them.
 18 **Q And how do you know that your father did not direct**
 19 **ProCare Services to reach out to Schein and Patterson?**
 20 A I don't have any opinion-- I can give you an opinion of
 21 why, if that's--
 22 **Q Sure.**
 23 A We have a better relationship with Burkhart, so if the
 24 direction came from us, we would have started with
 25 Burkhart.

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1 **Q When you say "we have a better relationship," what do**
 2 **you mean by "we"?**
 3 A The Kois Center, and my dad, for his practice, purchase
 4 from Benco and Schein, Patterson, and Burkhart.
 5 We just happened to purchase a majority of our
 6 supplies from Burkhart.
 7 We like our relationship with Burkhart better. We
 8 like the way that-- we hear comments from our members.
 9 They're always positive for Burkhart reps.
 10 **Q So other than Burkhart, Benco, and Schein Canada, have**
 11 **you personally spoken to any distributors about becoming**
 12 **a part of Kois Buyers Group?**
 13 A Larrs is a Canadian company.
 14 **Q Any others?**
 15 A No.
 16 **Q After you reach out to a vendor, what is the next step**
 17 **in the process?**
 18 A We wait to receive their information back.
 19 We ask them for their discount, some information
 20 about their company, and how somebody could contact
 21 them.
 22 **Q Does Kois Buyers Group ever have a bidding process,**
 23 **whereby it solicits bids from potential vendor partners?**
 24 A No.
 25 **Q And then once you receive the information back from the**

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1 **potential vendor partner, what's the next step?**
 2 A I create a page on the website with their information.
 3 **Q What is the next step after that?**
 4 A We add them to the newsletter.
 5 **Q Anything else after that?**
 6 A Then we add them to a mailing list that gets an updated
 7 member list every time a new member gets added.
 8 **Q Okay.**
 9 A Finally, we announce on our social media and newsletters
 10 that we have an additional vendor.
 11 **Q Thank you.**
 12 **Any other steps in that process?**
 13 A No.
 14 **Q So for the mailing list, you provide a list of all**
 15 **members to the vendors?**
 16 A All vendors.
 17 **Q Okay. And then you send updates whenever there's a new**
 18 **member?**
 19 A No. We send a full list every time.
 20 The full list has a notice for any that have been
 21 added or been removed, but it's still the full list.
 22 **Q Okay. And then how do the members themselves receive**
 23 **the discounts?**
 24 A They contact the vendors.
 25 **Q And then they place an order with the vendor?**

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1 A Correct.
 2 **Q And have you been the person in charge of maintaining**
 3 **relationships with vendor partners since you started at**
 4 **Kois Buyers Group?**
 5 A Yes.
 6 **Q So how do the manufacturer discounts work?**
 7 **Is it correct that a member would place an order**
 8 **directly with that manufacturer?**
 9 A Which manufacturer?
 10 **Q Any manufacturer.**
 11 A Some manufacturers are offering exclusive discounts
 12 through Burkhart as their distribution company, so it
 13 depends on which manufacturer you are referring to.
 14 **Q Okay. Do you have an understanding of-- well, let me**
 15 **clarify.**
 16 **The manufacturer vendors that you've negotiated the**
 17 **discounts for, are those manufacturer vendors offering**
 18 **discounts for orders placed directly with them?**
 19 A Yes.
 20 **Q Okay. And are any of those manufacturers also**
 21 **manufacturers that Burkhart distributes?**
 22 A I don't know.
 23 **Q Are you aware of whether a member might get two**
 24 **discounts for the same order, one for ordering through**
 25 **Burkhart and then the same order get a discount from the**

20 (Pages 77 to 80)

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1 **manufacturer?**
 2 A I'm not aware of any that work out like that.
 3 **Q For the manufacturers that offer discounts through**
 4 **Burkhart, do you have an understanding of which**
 5 **manufacturers those are?**
 6 A Some.
 7 I didn't negotiate any of the discounts if the
 8 manufacturers offered it direct through Burkhart.
 9 **Q Which ones are you aware of?**
 10 A Hu-Friedy.
 11 **Q How do you spell that?**
 12 A H-U-F-R-I-E-D-Y.
 13 **Q Any others?**
 14 A Halyard, H-A-L-Y-A-R-D, Butler, Coltene, and I think
 15 DMG.
 16 **Q Thank you.**
 17 **Just to be clear, none of the ones you just**
 18 **mentioned are vendors that offer discounts that you have**
 19 **negotiated?**
 20 A Correct.
 21 MS. GOFF: Is now an okay time for
 22 another break?
 23 MR. RYAN-LANG: It has been about an
 24 hour. Sure.
 25 (Recess 11:06 to 11:14 a.m.)

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1 **Q (By Ms. Goff) So going back to our discussion about**
 2 **manufacturer vendor partners, are there advantages to**
 3 **partners with a manufacturer directly as opposed to a**
 4 **dental supply company or a dental distributor?**
 5 A Yes.
 6 **Q What are the advantages?**
 7 A They don't go through a distribution company.
 8 **Q The manufacturers don't go through--**
 9 A Correct.
 10 **Q And why is that an advantage?**
 11 A We wouldn't be able to get any discount with them unless
 12 we deal with them directly.
 13 **Q Oh, the manufacturers don't sell through a distribution**
 14 **company?**
 15 A Correct.
 16 **Q I see.**
 17 **So the manufacturers that you have agreements with**
 18 **do not sell through distribution companies?**
 19 A That's my understanding.
 20 **Q We have talked about the two distribution companies that**
 21 **Kois Buyers Group partners with, and then you mentioned**
 22 **there are 28 manufacturers.**
 23 **Are there any other categories of vendor partners**
 24 **that Kois partners with?**
 25 A I guess another category would be like a service, so we

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1 have a company that does Internet connection that
 2 offered a discount, and one that does merchant services.
 3 **Q What are merchant services?**
 4 A Credit card transactions, discount on the fee that the
 5 practice would receive for processing credit cards.
 6 **Q Just for the record, what is the Internet connection**
 7 **company called?**
 8 A IsoFusion.
 9 **Q And what about the merchant service--**
 10 A True Data Merchant Services.
 11 **Q How did Kois Buyers Group come to partner with those two**
 12 **companies?**
 13 A IsoFusion is a company I used to work for.
 14 True Data Merchant Services is a credit card
 15 company we were interested in partnering with the Kois
 16 Center for processing our credit cards.
 17 **Q Do you have an understanding of whether the members take**
 18 **advantage of the discounts for those two types of**
 19 **companies, Internet connection and merchant services?**
 20 A My understanding is that some have for the credit card,
 21 the merchant services.
 22 I don't have an exact figure.
 23 And I don't have an exact figure for the IsoFusion.
 24 My understanding is the number is zero.
 25 **Q Are there any other vendor partners or types of vendor**

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1 **partners that we have not discussed today?**
 2 A No.
 3 **Q And why does Kois Buyers Group partner with dental**
 4 **distributors, like Burkhart and Sinclair, as opposed to**
 5 **partnering solely with manufacturers?**
 6 A There are a number of products that distributors sell
 7 that are not available unless you go through a
 8 distribution company.
 9 **Q When you say "products," what do you mean?**
 10 A Products that are used in the dental practice, anything
 11 from disposables, such as gauze, to equipment, mixing
 12 bowls, et cetera.
 13 **Q Okay.**
 14 A The primary source of supplies for a dental practice is
 15 typically a supply company, a distribution company.
 16 **Q Thank you.**
 17 **Does Kois Buyers Group charge a fee to its vendor**
 18 **partners?**
 19 A No.
 20 **Q Do you know-- nevermind. Strike that.**
 21 **Does Kois Buyers Group publish anywhere the**
 22 **specific prices that it offers to members on dental**
 23 **supplies or the specific discounts?**
 24 A We don't offer any supplies.
 25 **Q What do you mean by that?**

21 (Pages 81 to 84)

85	<p>1 A Kois Buyers Group does not offer any supplies. 2 All supplies and purchases are through the vendors. 3 Q So does Kois Buyers Group publish the specific discounts 4 that the vendors offer to Kois Buyers Group members? 5 A Yes. 6 Q Where are those published? 7 A Those are on the website and the informational handout 8 that is given to all participants at the Kois Center. 9 Q And are all of the discounts located on the website and 10 the informational handout? 11 A Yes. 12 Q How frequently do you update the website and 13 informational handout? 14 A There are two ways that we update it: When a vendor asks 15 us to update their information, and if we have a new 16 vendor. 17 Q How frequently do the discounts that are offered by 18 vendors change? 19 A It is vendor dependent. 20 Sometimes some are annually. Some are not at all. 21 (Exhibit No. 326 marked 22 for identification.) 23 24 Q (By Ms. Goff) The court reporter handed you what has 25 been marked as Exhibit No. 326, which is a document with</p>	87	<p>1 The other one was gauze, and that was a bit more 2 sporadic. 3 Gauze comes in lots of different sizes, quantities. 4 Q And then how did you determine the savings identified 5 here, "If you only purchased gloves from Burkhart, you 6 would save anywhere from \$450 to over \$3,000 annually"? 7 A We took all the manufacturers that Burkhart supplies for 8 gloves and asked Burkhart what the buyers group savings 9 would be times by 425, and that gave us the range of 10 products. 11 Q And then there's a chart below the paragraph listing a 12 series of manufacturers, categories, and member savings. 13 Do you see that? 14 A Yes. 15 Q Are these discounts offered by Burkhart? 16 A Yes. 17 If you notice, the last line in the paragraph, 18 "Burkhart has negotiated exclusive pricing from the 19 following companies," that was on their behalf. They 20 did that. 21 Q Are any of these manufacturers, manufacturers that you 22 have negotiated a contract with or an agreement with? 23 A No. 24 Q Where did you get the information for this chart? 25 A Burkhart.</p>
86	<p>1 the Bates stamp Kois 001607. 2 Do you recognize this document? 3 A Yes. 4 Q What is it? 5 A This is one of the buyers group tips that I sent out. 6 Q Do you have an idea or sense of when you sent this out? 7 A Within the last six months. 8 Q So in the second paragraph it states, "The average 9 practice purchases about 425 boxes of gloves annually 10 from a dental supply company. 11 "If you only purchased gloves from Burkhart, our 12 U.S. dental supply company partner, you would save 13 anywhere from \$450 to over \$3,000 annually, depending on 14 the brand." 15 How did you obtain the information, and let's take 16 the first sentence first, about the average practice 17 purchasing about 425 boxes of gloves annually? 18 A We asked Burkhart what the average number of glove 19 purchases was for our members. 20 Q Did you ask Burkhart about the average number of 21 purchases for any other types of products? 22 A For this newsletter? No. 23 Q Or just in general, have you ever? 24 A Yes, in relation to what came out for this document, we 25 looked at a couple different products.</p>	88	<p>1 Q And so does Kois Buyers Group provide these member 2 savings to-- sorry. Strike that. 3 Does Kois Buyers Group provide the information to 4 its members about the member savings that are offered by 5 Burkhart? 6 A Yes. 7 Q And is that included in the informational pamphlet and 8 the e-mails? 9 A No. This would be the specific information that we 10 provided, this particular notice. 11 Q Okay. So in the member savings category it says, "Up 12 to," and then there's a variety of percentages. 13 Do you have an understanding of what "up to" means 14 in this context? 15 A Yes. 16 Q What? 17 A There are several different products listed in the 18 categories. 19 They range in discounts, so the member savings is 20 up to, as in the large discount available from that list 21 of categories. 22 Q Other than in this buyers group tip of the month, are 23 the discounts for Burkhart printed somewhere for Kois 24 members to see? 25 A If they are, they're through Burkhart directly.</p>

1 **Q With regard to Burkhart, do you know the range of**
 2 **discounts that Kois members receive from Burkhart?**
 3 A A discount compared to what?
 4 **Q What do you mean by that?**
 5 A A discount compared to a different supply company is
 6 different than discounts compared to nonmembers that are
 7 also Burkhart supply customers.
 8 **Q Okay. Understood.**
 9 **Do you know the range of discounts that Kois**
 10 **members receive from Burkhart as compared to Burkhart's**
 11 **nonmember prices?**
 12 A No, and I'll explain.
 13 Burkhart has their own savings guarantees for
 14 members, so they offer different pricing based on
 15 quantities that people provide.
 16 I don't know where those thresholds are.
 17 **Q Okay. Do you have an understanding of the discounts**
 18 **compared to different supply companies?**
 19 A My understanding is that these discounts are lower.
 20 I don't know how much per product.
 21 Burkhart isn't descriptive in how they do their
 22 discounts.
 23 **Q What do you mean the discounts are lower?**
 24 A That's what I've heard from members when they say
 25 they're purchasing products from Burkhart and the

1 A Correct.
 2 **Q Approximately when, in the year, do you receive it?**
 3 A Approximately June, July.
 4 **Q For how many customers does Burkhart typically provide**
 5 **this information?**
 6 A It's at their discretion.
 7 This past year was three.
 8 **Q Those were the three that you provided at your annual**
 9 **conference?**
 10 A Yes.
 11 **Q Do you recall receiving one last June, July?**
 12 A Yes.
 13 **Q Do you recall how many members?**
 14 A I think it was five or six.
 15 **Q So you are not able to provide me sort of the range of**
 16 **discounts that Kois Buyers Group members receive from**
 17 **Burkhart as compared to Burkhart's own pricing, its**
 18 **typical pricing?**
 19 A No.
 20 **Q Who do you think would know the answer to that?**
 21 A That would be Burkhart.
 22 **Q The contract with Burkhart doesn't call for any**
 23 **specific-- the contract between Kois Buyers Group and**
 24 **Burkhart doesn't call for any specific discount to be**
 25 **offered?**

1 pricing is cheaper than other distribution companies.
 2 I don't know if-- what the basis is of "cheaper."
 3 I don't have the numbers in front of me.
 4 **Q So you have heard from members that Burkhart pricing is**
 5 **cheaper than other distribution companies?**
 6 A Some, depending on where they are.
 7 It is my understanding that all distribution
 8 companies have different pricing based on where they are
 9 nationally.
 10 The only concrete evidence I get is on our annual
 11 requests where we can get-- when they tell us
 12 specifically, "This particular member saved a certain
 13 amount of money," and they'll tell us-- sometimes they
 14 tell us who that vendor-- who they came from, or if it
 15 was themselves.
 16 **Q So Burkhart will tell you specifically how much a**
 17 **particular member saved?**
 18 A No. They will tell us-- we don't have any personal
 19 identification information about that person.
 20 They will tell us a customer has saved a certain
 21 amount of money over the last year.
 22 **Q Okay. Right.**
 23 **How frequently-- you said you receive those yearly,**
 24 **these updates from Burkhart, about how much customers**
 25 **have saved?**

1 A It does.
 2 It calls for a specific margin that they assess on
 3 their product, but I don't know what it is normally and
 4 what it is in their particular other buying programs.
 5 **Q So how did you come up with that margin?**
 6 A They came up with it, and they told us this was a good
 7 deal compared to their other programs.
 8 **Q Did you do anything to verify whether it was a good**
 9 **deal?**
 10 A Once it was in place, I asked members if they thought
 11 the pricing was better, and they said yes.
 12 **Q And would those have been members that previously**
 13 **purchased from Burkhart not through the Kois Buyers**
 14 **Group?**
 15 A Correct.
 16 **Q But do you have a sense for the range of discounts that**
 17 **Kois Buyers Group members received from manufacturers?**
 18 A For the ones that are vendors for the buyers group or
 19 manufacturers through the distribution company?
 20 **Q No, manufacturers that are vendors for the buyers group.**
 21 A Sort of.
 22 I know what the percentage is based off of
 23 suggested retail pricing.
 24 I don't know if suggested retail pricing is the
 25 pricing they offer to practices in general.

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<p>1 Q What is the range of discount off the suggested retail</p> <p>2 pricing?</p> <p>3 A The range is between three percent and 40 percent.</p> <p>4 Q Do Kois Buyers Group members ever receive-- strike that.</p> <p>5 Are you aware of the term "manufacturer rebates"?</p> <p>6 A Yes.</p> <p>7 Q What does that mean to you?</p> <p>8 A It means a rebate that is given from the manufacturer to</p> <p>9 the purchaser after the purchase is made.</p> <p>10 Q Do Kois Buyers Group members receive any manufacturer</p> <p>11 rebates as part of their membership with Kois?</p> <p>12 A Directly?</p> <p>13 Q Yes, directly.</p> <p>14 A Specifically the manufacturers that are direct to</p> <p>15 customer or distributors-- through the distribution</p> <p>16 company.</p> <p>17 Q Let's start with specifically the manufacturers that are</p> <p>18 direct to customer.</p> <p>19 A I don't know. My understanding is no.</p> <p>20 Q What is your understanding based on?</p> <p>21 A We didn't negotiate any special rebates with them.</p> <p>22 We asked for no rebates, just a discount upfront.</p> <p>23 If they negotiated something separate with the</p> <p>24 practice, that was not something I was privy to.</p> <p>25 Q Why did you ask for just a discount upfront instead of</p>	<p>1 it's offered for all of them.</p> <p>2 Q Do you have an understanding of whether there are some</p> <p>3 manufacturers that offer manufacturer rebates to Kois</p> <p>4 Buyers Group members who purchase through Burkhart?</p> <p>5 A I believe there are.</p> <p>6 I don't know which ones.</p> <p>7 My understanding is based on the fact that rebates</p> <p>8 happen with lots of different manufacturers, and we have</p> <p>9 a lot of different manufacturers that distribute through</p> <p>10 the-- Burkhart.</p> <p>11 Q But you are not aware of any specific ones?</p> <p>12 A No.</p> <p>13 Q Does Kois maintain any records reflecting whether its</p> <p>14 members are purchasing from Kois Buyers Group members or</p> <p>15 not?</p> <p>16 A Only the information submitted from the vendors.</p> <p>17 Q And that's the yearly information that you get?</p> <p>18 A The annual request.</p> <p>19 Q Does Kois Buyers Group advertise to-- strike that.</p> <p>20 Does Kois Buyers Group advertise, other than to the</p> <p>21 Kois Center dentists, not just that come to the Kois</p> <p>22 Center?</p> <p>23 A Yes.</p> <p>24 Q Where?</p> <p>25 A On the Internet.</p>
<p>94</p> <p>1 rebates?</p> <p>2 A Because people aren't always good about mailing in their</p> <p>3 rebates.</p> <p>4 Q You thought it would be better for the dentist to get</p> <p>5 the discount upfront?</p> <p>6 A Yes.</p> <p>7 Q And then do you have an understanding of whether Kois</p> <p>8 Buyers Group members receive manufacturer rebates</p> <p>9 through distributors?</p> <p>10 A Some.</p> <p>11 I don't have a complete understanding.</p> <p>12 It is my understanding that through distribution</p> <p>13 companies, manufacturers offer rebates, and depending on</p> <p>14 the supply company, those rebates are processed for the</p> <p>15 practice-- by Burkhart on behalf of the practice.</p> <p>16 In this case, Burkhart processes the rebates.</p> <p>17 With other distribution companies, it's my</p> <p>18 understanding that they don't always do that on behalf</p> <p>19 of the practice.</p> <p>20 Q But for Burkhart, which is your Kois Buyers Group vendor</p> <p>21 in the United States, you understand that Burkhart</p> <p>22 processes the rebates on behalf of the members?</p> <p>23 A I don't know if they do that for all members or just</p> <p>24 full-service members or supply-side guarantee members.</p> <p>25 They have different levels, and I don't know if</p>	<p>96</p> <p>1 Q Where on the Internet?</p> <p>2 A Google.</p> <p>3 The Kois Buyers Group does AdWords.</p> <p>4 Q What do you mean by "AdWords"?</p> <p>5 A So if people type in particular phrases, certain sites</p> <p>6 can come up on the site to be clicked on.</p> <p>7 We tried-- they are no longer running.</p> <p>8 We were, last year, doing them for "discount buying</p> <p>9 group."</p> <p>10 Q So if a person searched "discount buying group"--</p> <p>11 A Or "dental discount buying group," our hope was that it</p> <p>12 would come up and they would find our website and either</p> <p>13 be a Kois member or be motivated enough to sign up for a</p> <p>14 class to be a Kois Buyers Group member.</p> <p>15 Q And how come you stopped doing that?</p> <p>16 A I changed credit cards, and they stopped producing the</p> <p>17 ads when we stopped putting money on the account.</p> <p>18 Q Did you find this type of advertisement was useful?</p> <p>19 A No.</p> <p>20 Q It was not?</p> <p>21 A Useful for traffic, not for sign-ups.</p> <p>22 Q Do you have any goals in terms of how many members you</p> <p>23 would like to get to sign up in the next year?</p> <p>24 A I would like to see a couple hundred sign-ups.</p> <p>25 My overall goal is a thousand members as part of</p>

97	<p>1 the buyers group.</p> <p>2 Q Do you think if you get up to a thousand members, then</p> <p>3 you would be able to negotiate more-- better discounts</p> <p>4 for the members?</p> <p>5 A With the current layout of the buyers group now, no.</p> <p>6 Q Why not?</p> <p>7 A Because we don't obligate any of the members to purchase</p> <p>8 particular products.</p> <p>9 We don't have any real buying power.</p> <p>10 We have nothing forward looking. Everything is</p> <p>11 past-- previous purchases.</p> <p>12 I don't believe that manufacturers would be-- or</p> <p>13 any kind of vendor would be willing to discount further</p> <p>14 without any hope of any additional purchases going</p> <p>15 forward.</p> <p>16 Q So does Kois Buyers Group guarantee any level of</p> <p>17 purchases for any particular vendor?</p> <p>18 A No.</p> <p>19 Q Other than membership fees from customers, does Kois</p> <p>20 Buyers Group bring in money in any other way?</p> <p>21 A No.</p> <p>22 Q You mentioned earlier that there are competitors to Kois</p> <p>23 Buyers Group popping up.</p> <p>24 Is that true?</p> <p>25 A Yes.</p>	99	<p>1 DSOs?</p> <p>2 A I don't know the motivation behind the other dental</p> <p>3 supply buyers groups.</p> <p>4 I can just tell you what motivated us.</p> <p>5 Q And what motivated Kois--</p> <p>6 A To provide better pricing for the smaller practices.</p> <p>7 Q And was it, in part, to be able to allow the smaller</p> <p>8 practices to compete with the larger DSOs?</p> <p>9 A Not specifically DSOs, just other practices.</p> <p>10 Q Larger group practices that are able to negotiate</p> <p>11 discounts based on volume?</p> <p>12 A I'm sure that's a byproduct, but anybody, any other</p> <p>13 practice is potentially a competitor to them, so if it</p> <p>14 gives them an advantage, like getting a deeper discount,</p> <p>15 it doesn't necessarily have to be another group</p> <p>16 practice.</p> <p>17 Q But the focus of Kois Buyers Group was on the</p> <p>18 independent dentist?</p> <p>19 A Yes.</p> <p>20 Q Do you consider-- well, does Kois attempt to compete</p> <p>21 with those other buying groups, like SmileSource or the</p> <p>22 state dental organizations or Benco--</p> <p>23 A What do you mean by "compete"?</p> <p>24 Q To obtain members and get members to come to Kois Buyers</p> <p>25 Group as opposed to any of those other buying groups.</p>
98	<p>1 Q Which ones have you heard of?</p> <p>2 A SmileSource is one that we've heard of.</p> <p>3 Q Any others?</p> <p>4 A It is my understanding that Benco has started their own</p> <p>5 buying group.</p> <p>6 They had asked us to be a member of it, the Kois</p> <p>7 Center, not the Kois Buyers Group.</p> <p>8 Q Benco asked the Kois Center to be a member of Benco's</p> <p>9 buying group?</p> <p>10 A Correct.</p> <p>11 Q Any other buying groups that you've heard of?</p> <p>12 A I know there's others out there.</p> <p>13 I don't recall any of the names specifically.</p> <p>14 Q Do you have an understanding of why buyers groups are</p> <p>15 popping up?</p> <p>16 A For a discount on products.</p> <p>17 I'm sorry, it is my understanding that some of the</p> <p>18 state dental organizations are trying to establish their</p> <p>19 own buying groups.</p> <p>20 Q Okay. So it is your understanding that buying groups</p> <p>21 are popping up in order for dentists to obtain discounts</p> <p>22 on products?</p> <p>23 A Yes.</p> <p>24 Q Is part of the reason why buying groups are popping up,</p> <p>25 to allow independent dentists to compete with the larger</p>	100	<p>1 A No.</p> <p>2 We don't have a-- it is not an exclusive buying</p> <p>3 group.</p> <p>4 Members are free to join additional buyers groups.</p> <p>5 If they choose one buyers group over the other, it</p> <p>6 is my understanding that other buyers groups have those</p> <p>7 exclusivity provisions, but that's not something that we</p> <p>8 have.</p> <p>9 Q When you say "exclusivity provisions," what do you mean?</p> <p>10 A I was told by a member that SmileSource does not allow</p> <p>11 you to join another buyers group if you are a part of</p> <p>12 their buyers group.</p> <p>13 Q I see. Thank you.</p> <p>14 Why is it that Kois does not have exclusivity</p> <p>15 provisions?</p> <p>16 A We didn't want to limit any of the options for people to</p> <p>17 find better deals.</p> <p>18 If you can find a better price on a product through</p> <p>19 another buyers group, we think you should take it.</p> <p>20 Q Do you consider Kois Buyers Group to be a customer of</p> <p>21 Burkhart, for example?</p> <p>22 A No.</p> <p>23 Q Do you consider Kois Buyers Group to be a competitor of</p> <p>24 Burkhart?</p> <p>25 A No.</p>

101	<p>1 Q What do you consider the relationship to be?</p> <p>2 A A relationship.</p> <p>3 I mean, the members specifically purchase from</p> <p>4 Burkhart.</p> <p>5 We don't purchase directly from Burkhart, so we are</p> <p>6 not a customer of Burkhart.</p> <p>7 We also don't compete with them or any other</p> <p>8 vendors.</p> <p>9 We have an opportunity to provide discounts on both</p> <p>10 sides, so if Burkhart gets additional customers because</p> <p>11 they're a part of the buyers group, and if buyers group</p> <p>12 members get a better price for things, it's a good deal</p> <p>13 for everybody.</p> <p>14 Q Do you have an understanding of whether Burkhart has</p> <p>15 obtained additional customers because they're part of</p> <p>16 the buyers group?</p> <p>17 A My understanding is they have.</p> <p>18 Q What is that understanding based on?</p> <p>19 A We do an annual review-- a quarterly review.</p> <p>20 Burkhart sits down with me and goes over whether or</p> <p>21 not they're happy with the progress of the buyers group.</p> <p>22 The understanding is if members aren't buying from</p> <p>23 them, they would no longer be willing to give discounts.</p> <p>24 Q Okay. And in the quarterly reviews, what has Burkhart</p> <p>25 said to you about the progress?</p>	103	<p>1 Q Was that that one person?</p> <p>2 A One person.</p> <p>3 None of their vendors-- they were a laboratory</p> <p>4 technician, and there were no discounts available for</p> <p>5 the laboratory technicians.</p> <p>6 Q Any other individuals that you've heard of losing--</p> <p>7 A The person didn't actually lose money. We refunded</p> <p>8 their membership.</p> <p>9 Q Understood.</p> <p>10 Other than that one person, have there been any</p> <p>11 other individuals who said that they have not made up at</p> <p>12 least the annual membership fee in savings?</p> <p>13 A Not that I've heard of.</p> <p>14 Q And to what do you attribute Kojs Buying Group's</p> <p>15 success?</p> <p>16 A Promoting the buying group as part of the Kojs Center,</p> <p>17 its flexibility. There is no exclusivity, no</p> <p>18 obligation, and a variety of vendors.</p> <p>19 Q Is the variety of vendors-- why is that important?</p> <p>20 A Not everyone purchases through Burkhart. They're not</p> <p>21 obligated to purchase through Burkhart, so additional</p> <p>22 supply companies-- the more supply companies-- well, not</p> <p>23 supply, but the more vendors that you have, the more</p> <p>24 likely you are to find somebody who purchases from one</p> <p>25 of those vendors and would be motivated to join a buyers</p>
102	<p>1 A They said existing members-- they've lost profit on</p> <p>2 existing members that have become buyers group members,</p> <p>3 but they've gained revenue in new members that are</p> <p>4 outside of their full-service territory or members that</p> <p>5 are in their territory that otherwise hadn't looked at</p> <p>6 Burkhart.</p> <p>7 Q Okay. And who do you meet with at Burkhart on a</p> <p>8 quarterly basis?</p> <p>9 A Dave Anderson.</p> <p>10 Q Are these meetings in-person?</p> <p>11 A Yes.</p> <p>12 Q Here in Seattle?</p> <p>13 A Depends.</p> <p>14 Either here or in Tacoma.</p> <p>15 Q How successful has Kojs Buyers Group been, in your</p> <p>16 opinion?</p> <p>17 A What would be a benchmark of being successful?</p> <p>18 Q I am curious about your opinion of how Kojs Buyers Group</p> <p>19 is doing.</p> <p>20 A My opinion is it's successful.</p> <p>21 Q And what is your benchmark?</p> <p>22 A People are at least saving their annual fee, so at worst</p> <p>23 I am hoping that nobody is losing money.</p> <p>24 Q Have you heard of anyone losing money?</p> <p>25 A Yes.</p>	104	<p>1 group.</p> <p>2 Q Have you considered adding additional distributor</p> <p>3 vendors, other than Burkhart?</p> <p>4 A Yes.</p> <p>5 Q And why haven't you added any others?</p> <p>6 I'm referring specifically to in the United States.</p> <p>7 A We talked to Benco when we first renewed our agreement</p> <p>8 with Burkhart, and we talked with Burkhart about having</p> <p>9 both of them as part of the buyers group.</p> <p>10 Both of them indicated a lack of interest in being</p> <p>11 one of two dental supply companies in a buyers group.</p> <p>12 Q Why were they not interested?</p> <p>13 Let's talk specifically-- we will do both.</p> <p>14 First, why did Benco say they were not interested?</p> <p>15 A They didn't want to lower their prices and continue to</p> <p>16 compete with another supply company within the buyers</p> <p>17 group.</p> <p>18 Q And what about Burkhart?</p> <p>19 A They didn't want to lower their fees and continue to</p> <p>20 compete with another supply company.</p> <p>21 Q So how did you end up going with Burkhart?</p> <p>22 A They were the original supply company, and we didn't</p> <p>23 have any reason to change.</p> <p>24 We just explored the option of adding an additional</p> <p>25 buyers group-- another supply company, and ultimately we</p>

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1 just chose to stick with the relationship that was
2 working.

3 **Q Now, Benco is a national distributor, right?**

4 A Mm-hm-- I don't know what their foothold is in the
5 United States, but my assumption is they're in most, if
6 not all, states.

7 **Q What is that assumption based on?**

8 A What they've said.

9 **Q Did you see any advantage of working with a national
10 distributor or a company like Benco that has a foothold
11 in most of the United States as opposed to Burkhart?**

12 A I don't work with the supply companies on the level of a
13 practice, so it didn't-- to me, they're all about the
14 same, supply company-wise.

15 **Q Yeah, I meant advantages to your members.
16 Did you see that members would prefer to work with
17 a national distributor, like Benco, as opposed to
18 Burkhart?**

19 A We didn't have that sense from the members.
20 When we did the negotiation, Burkhart did not have
21 any reps in the Washington state area, and we have a lot
22 of members in the Washington state area, so switching
23 supply companies would be a big change for a large
24 percentage of our members.

25 **Q You said "Burkhart did not have any reps in the**

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1 Washington state"--

2 A Sorry. "Benco."
3 Sorry for that.

4 **Q Have you heard complaints about-- from individuals on
5 the East Coast that don't have access to a full-service
6 distributor through Kois Buyers Group?**

7 A Yes.

8 **Q And would having a Benco kind of solve that problem?**

9 A I don't know who the rep is now and if they're willing
10 to change.

11 **Q Okay. So is this one particular individual that you are
12 thinking of?**

13 A No.
14 When people say they want a full-service rep, what
15 they usually mean is they want the full-service rep that
16 they're currently using to be their full-service rep,
17 with an additional discount.

18 **Q How do you know that that's what they usually mean?**

19 A Because they say they want their rep to be part of the
20 buyers group.

21 **Q And how many people have indicated that they want their
22 rep to be part of the buyers group, approximately?**

23 A Five.

24 **Q Have you found it relatively easy or difficult to obtain
25 new members?**

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1 A I would say-- it's a subjective term, but I would say
2 "easy."

3 **Q You found that dentists are interested in joining?**

4 A No, that the costs for new members is low.

5 **Q Have you found it relatively easy in terms of interest
6 to obtain new members?**

7 A No.

8 **Q You mentioned earlier that you noticed that growth has
9 been slow.
10 What was the reason for that?**

11 A I think with the vendors that are available, it's pretty
12 easy to save at least the membership fee and plus some
13 from all the vendors that are available, and still
14 there's not the larger interest that we think would
15 come. You can say that regardless of the dental supply
16 company you use.

17 **Q Do you have an understanding for why there's been less
18 interest than you would have expected?**

19 A I could tell you some-- what some of the dentists have
20 told me, but I don't have anything to collaborate that
21 or any proof of it.
22 I have had dentists tell me that their current
23 reps, that are not Burkhart, tell them that they can't
24 sell to them anymore if they're a buyers group member.
25 Our response is "That's not our choice. That would

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1 be the choice of whoever your supply company is."

2 **Q So you have heard from dentists that their current reps
3 have told them that they would no longer sell to them if
4 they become a buying group member?**

5 A Yes.
6 They didn't say they would no longer sell. They
7 said they were not allowed to.
8 We are not sure if that's a miscommunication that
9 they assume that you are obligated to purchase from
10 Burkhart, so if they're not sure what the buyers group
11 setup is-- that's what we feel it is, so we try hard to
12 educate everybody.

13 **Q To educate--**

14 A The dentists.

15 **Q To educate the dentists to understand that they're not
16 required to purchase through the buyers group or through
17 Burkhart, for example, to get the discounts?**

18 A We tell everybody that they're free to keep their reps.

19 **Q But you have heard from some dentists that their current
20 reps have told them that they would not sell to them if
21 they become buyers group members?**

22 A Yes.

23 **Q Approximately how many dentists have told you that?**

24 A I have heard from two.

25 **Q And do you know what the current-- where the reps work--**

27 (Pages 105 to 108)

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1 for those two, which companies were they with?

2 A One, I don't know.

3 The other one, I believe, was Schein.

4 **Q So we've been talking a lot about buying groups, and**

5 **Kois refers to itself as Kois Buyers Group, right?**

6 A Right.

7 **Q What do you understand the word "buying group" to mean?**

8 A A group of members that use their buying power as a

9 whole to receive discounts for the members.

10 **Q And have you ever heard the term "group purchasing**

11 **organization"?**

12 A Yes.

13 **Q Do you have an understanding of what that means?**

14 A It is my understanding that that means that the group

15 agrees to purchase a certain product or a certain amount

16 of a product for a larger discount.

17 **Q Is there a distinction in your mind between a buying**

18 **group and a group purchasing organization?**

19 A Depends on how they're set up.

20 Some are, I'm sure, interchangeable in terms of

21 ours don't have any agreements to purchase a certain

22 quantity or any particular products, and if I had to

23 guess, I would say some of the other buyers groups

24 probably do.

25 **Q So in your understanding, if a buyers group does have an**

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1 **agreement to purchase a certain quantity of product,**

2 **then it's a group purchasing organization?**

3 A My opinion?

4 **Q Yes, your--**

5 A That would be my opinion.

6 **Q So do you use the word "buying group" and "group**

7 **purchasing organization" interchangeably or no?**

8 A When-- who are we referring to?

9 **Q Just in general.**

10 **If you're speaking to other dentists, would you use**

11 **those two words interchangeably?**

12 A I don't use "group purchasing organization."

13 As far as I'm concerned, a buyers group is a buyers

14 group, and how they're set up is up to them.

15 **Q Have you heard of the word "buying club"?**

16 A Yes.

17 **Q What do you understand that to mean?**

18 A Similar to a buyers group.

19 My understanding is a buying club might have a

20 monthly fee whether you purchase things or not, or you

21 have certain products that get delivered every month for

22 a set fee, something like that.

23 I hear of a buying club mostly for clothes,

24 something outside the dental world.

25 **Q What about "buying cooperative," have you heard that**

111

1 term?

2 A Nuh-uh.

3 **Q Going back to "group purchasing organization," would you**

4 **consider Kois Buyers Group to be a group purchasing**

5 **organization?**

6 A No.

7 MS. GOFF: I am a good breaking point

8 if you think now is a good time to take lunch.

9 MR. RYAN-LANG: If you want to.

10 (Discussion off the record.)

11

12 **Q (By Ms. Goff) I would like to talk more in detail about**

13 **Kois's relationship with Burkhart.**

14 A Sure.

15 **Q When did Kois first partner with Burkhart?**

16 A In relation to-- I just want to be clear on the entity.

17 **Q Sorry--**

18 A So the three I would think of would be my father's

19 practice or the Kois Center or the Kois Buyers Group.

20 **Q Understood.**

21 **When did Kois Buyers Group first partner with**

22 **Burkhart?**

23 A October 2014 at the inception of the buyers group.

24 **Q And was there a contract that Kois Buyers Group entered**

25 **into with Burkhart at that time?**

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1 A No.

2 **Q So what was the nature of the relationship at that time?**

3 A There was a contract from ProCare with Burkhart and Kois

4 Tribal Management as additional listed agents in the

5 agreement.

6 **Q Okay. And who from the Kois Buyers Group side**

7 **negotiated that contract?**

8 A The initial contract was from ProCare.

9 My understanding is Q.

10 **Q Qadeer?**

11 A Qadeer.

12 **Q And how long was that initial contract in place?**

13 A For two years.

14 **Q Until October 2016?**

15 A Until-- yes.

16 **Q And then did you negotiate a second contract after that?**

17 A Yes.

18 **Q And is that the current contract that Kois Buyers Group**

19 **has with Burkhart?**

20 A Correct.

21 **Q Is the current contract different in any significant way**

22 **from the previous contract with Burkhart?**

23 A Yes.

24 **Q How is it different?**

25 A The original contract was an agreement between ProCare

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<p>1 and Burkhart and the Kois Center, to provide-- for</p> <p>2 Burkhart to provide discounts to Kois Center</p> <p>3 participants, and for ProCare to manage the membership</p> <p>4 and to negotiate with the manufacturers on behalf of</p> <p>5 Burkhart.</p> <p>6 Q And how has that changed?</p> <p>7 A The new contract is an agreement between Burkhart and</p> <p>8 Kois Tribal Management where Burkhart will negotiate</p> <p>9 with their manufacturers as they see fit, and the Kois</p> <p>10 Tribal Management will manage the membership group, and</p> <p>11 that Burkhart is the exclusive supply company to be a</p> <p>12 distributor in the buyers group.</p> <p>13 Q So under the previous contract, ProCare was responsible</p> <p>14 for negotiating with manufacturers on behalf of</p> <p>15 Burkhart?</p> <p>16 A For the buyers group.</p> <p>17 Q So in other words, are you referring to manufacturers</p> <p>18 that sell through Burkhart as a distributor?</p> <p>19 A Yes.</p> <p>20 Q So ProCare would go to those manufacturers and negotiate</p> <p>21 some kind of discount on behalf of--</p> <p>22 A That was their intent.</p> <p>23 Q Did that ever actually happen?</p> <p>24 A I don't believe so.</p> <p>25 Q Why did that change in the current contract?</p>	<p>1 A Yes.</p> <p>2 Q And that's from those quarterly meetings?</p> <p>3 A Yes.</p> <p>4 Q And have they been happy?</p> <p>5 A My understanding is they've been happy.</p> <p>6 Q Burkhart-- would you consider Burkhart to be a regional</p> <p>7 distributor?</p> <p>8 A As opposed to--</p> <p>9 Q As opposed to a national distributor.</p> <p>10 A What would be a determining factor?</p> <p>11 Q Let me rephrase the question.</p> <p>12 Would you consider Burkhart to be a regional</p> <p>13 full-service distributor as opposed to a national</p> <p>14 full-service distributor?</p> <p>15 A Yes.</p> <p>16 Q I think I know the answer to this question, but I want</p> <p>17 to make sure.</p> <p>18 Do Kois members ever take possession of any of the</p> <p>19 products that its members purchase at all?</p> <p>20 In other words, does Kois ever ship products to its</p> <p>21 members or is that all done by the distributors or</p> <p>22 manufacturers or other vendors?</p> <p>23 A Occasionally the distribution companies will ship to the</p> <p>24 Kois Center when participants are there for courses.</p> <p>25 Q Okay. Other than that, is all of the shipment done from</p>
114	116
<p>1 A Because Burkhart works with these manufacturers every</p> <p>2 day. They have a better relationship.</p> <p>3 I think that would make more sense.</p> <p>4 Q Did you ask for that change?</p> <p>5 A Yes.</p> <p>6 Q And was Burkhart receptive?</p> <p>7 A Yes.</p> <p>8 The three-way contract was confusing, so a contract</p> <p>9 directly between Kois Tribal Management and Burkhart,</p> <p>10 showing the discounts to members, made more sense.</p> <p>11 Q Okay. Just to be clear, for the October 2014 contract</p> <p>12 with Burkhart, you were not involved with that contract</p> <p>13 at all?</p> <p>14 A Correct.</p> <p>15 Q Do you have an understanding of whether your father was</p> <p>16 involved in negotiating that contract at all?</p> <p>17 A It is my understanding he was not.</p> <p>18 Q For the contract that you negotiated, who was your</p> <p>19 contact at Burkhart?</p> <p>20 A Dave Anderson.</p> <p>21 Q What is his role?</p> <p>22 A I don't remember his title.</p> <p>23 He works with special groups.</p> <p>24 Q Do you have an understanding of whether Burkhart has</p> <p>25 been happy with its relationship with Kois Buyers Group?</p>	<p>1 Kois Buyers Group vendors directly to the members?</p> <p>2 A Yes.</p> <p>3 Occasionally we have international participants</p> <p>4 that can't get products in their country that are sold</p> <p>5 from Burkhart, so they will send us products for them,</p> <p>6 so in that case we occasionally will ship something to</p> <p>7 somebody's country at the request of the participant.</p> <p>8 Q Do you have an understanding of whether members have</p> <p>9 been happy with Burkhart as a distributor?</p> <p>10 A Yes.</p> <p>11 Q Have you heard of any members that have been unhappy</p> <p>12 with Burkhart?</p> <p>13 A Yes.</p> <p>14 Q I think we talked about a few earlier, but could you</p> <p>15 just, for the record, refresh my memory of what members</p> <p>16 have said that they've been unhappy about?</p> <p>17 A Some members have said they haven't received any</p> <p>18 discounts when they switched.</p> <p>19 Q Any other complaints?</p> <p>20 A They don't have a full-service rep in their area.</p> <p>21 Q Any others?</p> <p>22 A Shipping is long.</p> <p>23 Q Any others?</p> <p>24 A That's all that I've heard.</p> <p>25 Q And is it your-- is it part of your job to respond to</p>

117	<p>1 unhappy Kois Buyers Group members?</p> <p>2 A Yes.</p> <p>3 Q How frequently do you receive complaints?</p> <p>4 A Sporadic.</p> <p>5 I would say, on average, one every other month.</p> <p>6 Most common complaint is they're not getting their</p> <p>7 discount.</p> <p>8 Q And in those cases what do you do? How do you handle--</p> <p>9 A I call the vendor and ask them to verify that that</p> <p>10 customer is receiving their discount.</p> <p>11 Q Okay. With regard to Burkhart in particular, what is</p> <p>12 the most common complaint that you receive?</p> <p>13 A They don't have a full-service rep in their area.</p> <p>14 Q And then how do you respond to those complaints?</p> <p>15 A Which ones specifically?</p> <p>16 Q Complaints that they don't have a full-service rep in</p> <p>17 their area?</p> <p>18 A "I'm sorry."</p> <p>19 Q How do you respond to--</p> <p>20 A That's what I respond with, "I'm sorry they don't have a</p> <p>21 full-service rep in your area."</p> <p>22 Q Have you ever indicated that you would try to get a</p> <p>23 full-service rep in their area?</p> <p>24 A I have.</p> <p>25 I don't have any way to help with that, other than</p>	119	<p>1 discounts from other distributors to what Burkhart is</p> <p>2 offering to Kois Buyers Group?</p> <p>3 A Yes. I have heard of-- and the direct market is what</p> <p>4 they consider their non full-service areas.</p> <p>5 I have heard of dentists printing out the pricing</p> <p>6 online that they get pricing for, and giving that to</p> <p>7 their local rep from another company, and that rep</p> <p>8 matches the prices for them.</p> <p>9 Q How frequently have you heard that?</p> <p>10 A A couple times.</p> <p>11 MS. GOFF: Is now a good time?</p> <p>12 MR. RYAN-LANG: Sure.</p> <p>13 (Lunch recess 12:11 to 12:51 p m.)</p> <p>14 (Exhibit No. 327 marked</p> <p>15 for identification.)</p> <p>16</p> <p>17 Q (By Ms. Goff) Mr. Kois, I am handing you what has been</p> <p>18 marked as Exhibit No. 327, which is a document bearing</p> <p>19 the Bates stamp Kois 001622 through 1625.</p> <p>20 This is an exclusive supplier agreement between</p> <p>21 Burkhart Dental Supply Company and Kois Tribal</p> <p>22 Management; is that correct?</p> <p>23 A Yes.</p> <p>24 Q Is this the contract that you negotiated with Burkhart?</p> <p>25 A Yes.</p>
118	<p>1 request it from Burkhart.</p> <p>2 Q But could you bring in another vendor that does have a</p> <p>3 full-service rep in that area?</p> <p>4 A Not with the current contract.</p> <p>5 Q What do you mean by that?</p> <p>6 A The current contract says it's an exclusive-- they are</p> <p>7 the exclusive supply company in the buyers group, so</p> <p>8 that's not an option, unless the contract is rewritten.</p> <p>9 Q Would you consider rewriting the contract so that you</p> <p>10 could have a full-service rep for members across the</p> <p>11 country?</p> <p>12 A It depends on what discounts are offered to members.</p> <p>13 Right now they're still free to use whatever rep</p> <p>14 they want, so if having a full-service rep is that</p> <p>15 important to them, they can take all the pricing they</p> <p>16 have at Burkhart and take it to the other company and</p> <p>17 see if they'll match the pricing, so it's not like</p> <p>18 they're without options.</p> <p>19 Q Sure, but if they want to get discounts from Kois Buyers</p> <p>20 Group--</p> <p>21 A Directly from Burkhart as the manufacturer-- because a</p> <p>22 lot of these people are getting similar discounts from</p> <p>23 their full-service reps, even if they're in the direct</p> <p>24 area.</p> <p>25 Q So have you heard of dentists that have received similar</p>	120	<p>1 Q I just want to go through a few of the clauses here and</p> <p>2 make sure I understand what they mean.</p> <p>3 A Sure.</p> <p>4 Q So first, there's definitions and then Paragraph No. 1</p> <p>5 is "Exclusivity."</p> <p>6 It says, "Buyers group agrees that Burkhart will be</p> <p>7 the exclusive supplier for dental supplies in the United</p> <p>8 States."</p> <p>9 Am I correct that this clause means that within the</p> <p>10 United States, Kois members can only access discounts</p> <p>11 from Burkhart?</p> <p>12 My question is really-- I will strike that.</p> <p>13 It says that Burkhart will be the exclusive</p> <p>14 supplier for dental supplies in the United States.</p> <p>15 What does that mean?</p> <p>16 A As a dental supply company.</p> <p>17 Q Because manufacturers also supply dental supplies in the</p> <p>18 United States?</p> <p>19 A Correct.</p> <p>20 Q I know we talked a little bit about this before, but why</p> <p>21 did Kois Buyers Group agree to this clause?</p> <p>22 A Which part of it?</p> <p>23 There's two parts.</p> <p>24 Q 1.1, the one I just read, that the buyers group agrees</p> <p>25 that Burkhart will be the exclusive supplier for dental</p>

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1 supplies in the United States.
 2 A That was what Burkhart wanted to move forward on the
 3 agreement.
 4 **Q Okay. So Burkhart would not enter into an agreement**
 5 **with Kois Buyers Group unless they were the exclusive**
 6 **supplier?**
 7 A They would.
 8 They said they wouldn't do as aggressive of a
 9 discount.
 10 **Q So how come-- why did Kois Buyers Group agree to do the**
 11 **exclusivity instead of dispensing with the exclusivity**
 12 **and doing a lower discount?**
 13 A Because we ultimately agreed that they would be the
 14 exclusive dental supply company, but there was no
 15 exclusivity-- there is no obligation for members to use
 16 them exclusively.
 17 **Q Understood.**
 18 **Did you feel that there was value in getting the**
 19 **most aggressive discount that you could possibly get**
 20 **from Burkhart?**
 21 A From a dental supply company.
 22 **Q I think you said earlier that with regard to**
 23 **manufacturers, you would rather have more vendors, even**
 24 **if the discount is lower; is that correct?**
 25 A Yes, because people are very particular about the

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1 products they want.
 2 There's not that many supply companies out there.
 3 **Q So my next question was going to be:**
 4 **Why wouldn't that same principle apply to supply**
 5 **companies?**
 6 A A lot of supply companies are partners with other buyers
 7 groups and give substantial discounts, so if the
 8 discounts from a supply company-- dental supply company
 9 wasn't at least as good as other buyers groups or as
 10 good as they offer members without the buyers group,
 11 there wasn't a lot of incentive for people to purchase
 12 products from Burkhart as a buyers group member.
 13 **Q Is it your understanding that a lot of supply companies**
 14 **are partners with other buyers groups?**
 15 A What would be "a lot"?
 16 **Q I am just reading back what you had mentioned.**
 17 A I don't know how many supply companies.
 18 I know that dental supply companies are exclusive
 19 distributors for other buyers groups.
 20 **Q Can you give me some examples?**
 21 A Burkhart is the exclusive distributor for SmileSource,
 22 for their buyers group.
 23 **Q Any other examples?**
 24 A Benco has a buyers group where they're the exclusive
 25 distributor for their buyers group.

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1 **Q Any other examples?**
 2 A I don't have any other examples.
 3 **Q Do you see any value at all in offering your members the**
 4 **option to purchase from more than one supply company?**
 5 A Value for who?
 6 **Q For the members.**
 7 A I am not sure where the value would come from.
 8 I could see a benefit for the dental supply
 9 companies where they have a group of members that they
 10 can compete for back and forth, for membership, but as
 11 far as discounts, I'm not sure how much more of a
 12 discount they'd get to have more than one discount
 13 company in the buyers group.
 14 **Q But they would have more options from whom to purchase**
 15 **through, right?**
 16 A Well, they have options now, but do you mean
 17 specifically through--
 18 **Q Through Kois Buyers Group, yeah.**
 19 A Right.
 20 **Q And do you see value in allowing the dentists to have**
 21 **options for which supply company to buy from and still**
 22 **get that Kois Buyers Group discount?**
 23 A I don't know if the value would be as great if you had
 24 more than one supply company.
 25 **Q And is that because you don't think the discount would**

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1 **be as aggressive?**
 2 A Which is what the supply companies told me.
 3 **Q Going down to Paragraph No. 2, "Service levels," it**
 4 **says, "Burkhart agrees to provide full service dental**
 5 **supply and equipment distribution sales and support with**
 6 **account managers, equipment specialists, equipment**
 7 **service technicians, and branch support associates to**
 8 **members with offices in support areas designated as full**
 9 **service on Burkhart's website."**
 10 **Do you see that?**
 11 A Yes.
 12 **Q Do you know what areas generally are designated as full**
 13 **service on Burkhart's website?**
 14 A I would have to go to their website.
 15 **Q Do you know if their website is open? In other words,**
 16 **could I go on their website and find out which companies**
 17 **are designated as full service?**
 18 A I believe it is.
 19 **Q And these are geographic areas that we are talking**
 20 **about, right?**
 21 A Yes.
 22 **Q And then the "Limited service areas," "Burkhart agrees**
 23 **to provide limited service dental supply and equipment**
 24 **distribution sales, phone support to members with**
 25 **offices in support areas designated as limited service**

31 (Pages 121 to 124)

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- 1 on Burkhart's website," I understand that "limited
2 service" is a defined term in this contract, but can you
3 just tell me what your understanding of "limited
4 service" means in this context?
5 A In this context they don't have account managers,
6 equipment specialists, or equipment service technicians
7 or a branch support to the members.
8 **Q Do you have an understanding of what percentage,
9 roughly, of the United States would be within the
10 limited service area for Burkhart?**
11 A That would depend on what their service area map is.
12 **Q Understood.**
13 **Do you have an understanding of what that--**
14 A I think it's approximately half of the country has
15 full-service reps.
16 **Q So it is, approximately, in your understanding, 50
17 percent of the country is full service and 50 percent is
18 limited service?**
19 A I believe so.
20 **Q Have you ever heard of any prospective members who
21 indicate that they would prefer full-service
22 distribution, but they are in a part of the country that
23 is not serviced by Burkhart's full service?**
24 A Yes.
25 **Q How frequently does that occur?**

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- 1 A Maybe once a month, every other month.
2 **Q And in those cases did the prospective members say that
3 they were not going to join because of that?**
4 A No.
5 **Q And what did they say?**
6 A They said they'd prefer to have a full-service rep in
7 their area.
8 **Q Okay. And did some of those members join Kois Buyers
9 Group in spite of not having a full-service rep in their
10 area?**
11 A I know some did because I have heard stories of people
12 adjusting to shipments as opposed to having a rep bring
13 their products in.
14 **Q So for full service, at least with regard to Burkhart's
15 offering of full service, do they typically have their
16 reps bring in the supplies as opposed to shipping them?**
17 A I don't know what the workout is for the full-service
18 areas.
19 Sometimes reps bring products, sometimes they're
20 delivered.
21 A lot of times the reps do the ordering on behalf
22 of the practice.
23 **Q Then moving down to Paragraph No. 3, which sets forth
24 the dental supply margin that Burkhart agrees to, and it
25 says that Burkhart agreed to limit its margin to 28**

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- 1 percent on all brand dental supplies and 39 percent on
2 Burkhart private label dental supplies.
3 **Do you see that?**
4 A Yes.
5 **Q We talked about the margin earlier, but I just wanted to
6 make sure I understood.**
7 **So this 28 percent margin, was that something that
8 Burkhart proposed?**
9 A Yes.
10 **Q And Burkhart indicated that that was a good deal for
11 Kois Buyers Group members?**
12 A They didn't say whether it was a good deal or a bad
13 deal.
14 They said this was the margin they're willing to do
15 as part of the buyers group.
16 **Q Do you have a sense for what their usual margin is for
17 customers that don't have access to discounts?**
18 A I don't have a sense of their margin.
19 I can say my sense is it is a good deal, based on
20 the savings that I hear from people.
21 **Q That's what you have heard from dentists?**
22 A Yes.
23 **Q And do you have an understanding for why the margin is
24 39 percent for private label, which is higher than the
25 28 percent for other brand dental supplies?**

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- 1 A I could guess.
2 **Q What is your guess?**
3 A If it's a white-label product, they have a lower cost
4 associated with it.
5 **Q Did you say "white-label"?**
6 A Yes.
7 **Q What does that mean?**
8 A They have private label dental supplies, so they are
9 branding their own-- so somebody is making it for them,
10 and they are putting their label on it.
11 My assumption is the cost to procure private label
12 supplies is cheaper than name brand supplies, so they
13 are giving it at a discount, but not at the same margin
14 level, so they can increase-- dollar-wise it's a
15 discount, but percentage-wise, they get a higher profit.
16 **Q Understood.**
17 **Do you have an understanding of whether 28 percent
18 is relatively low for a dental supply company like
19 Burkhart?**
20 A Compared to another dental supply company? I don't know
21 what other people's supply costs are or what their
22 margin is on their products.
23 What I've heard is that-- from manufacturers, is
24 that most manufacturers tend to sell about the same
25 price to the supply companies, and the difference in

32 (Pages 125 to 128)

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- 1 price to the consumer is based on the margin.
 2 **Q So manufacturers tend to sell at about the same price to**
 3 **the various supply companies, and then any difference in**
 4 **price between the various supply companies is based on**
 5 **that individual supply company's margin?**
 6 A That's my understanding.
 7 **Q So you don't have any-- just to make sure I have an**
 8 **answer to my other question, do you have an**
 9 **understanding of whether 28 percent is relatively low**
 10 **for a supply company?**
 11 A I don't know what their pricing structure is at other
 12 companies.
 13 I know Burkhart is a 28 percent flat across the
 14 board.
 15 I don't know what it is at the other supply
 16 companies.
 17 They could be higher on some products and lower on
 18 other ones.
 19 I don't have any way to track that.
 20 **Q Okay. But Burkhart is offering only Kois members a 28**
 21 **percent margin, right?**
 22 **Like for individuals that are buying from Burkhart**
 23 **that are not a member of Kois Buyers Group, the margins**
 24 **could be higher than 28 percent?**
 25 A Sure.

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- 1 **Q Okay.**
 2 A I don't know what their different pricing models are.
 3 **Q But it is your understanding that Burkhart is offering**
 4 **Kois Buyers Group a discount from Burkhart's usual**
 5 **prices?**
 6 A Yes.
 7 **Q And then we have the-- the last clause that says,**
 8 **"Provided that the volume of purchases exceeds the**
 9 **current pace of 5.3 million annually"-- do you see that?**
 10 A Yes.
 11 **Q When it says "the current pace," what does that mean?**
 12 A So the amount of buying is determined by how much people
 13 buy on a given basis.
 14 If the pace of buying at Burkhart slows, the annual
 15 dollar amount that Burkhart is getting for the members
 16 would slow as well.
 17 **Q Where did the current pace number of 5.3 million come**
 18 **from?**
 19 **Was that based on their prior contract?**
 20 A That was 2015 purchasing levels, so since there's no
 21 guarantee that people will continue to purchase, it's
 22 based on previous--
 23 **Q Okay. But then did it turn out that for 2016 members**
 24 **purchased more than 5.3 million?**
 25 A Yes.

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- 1 **Q And that resulted in Burkhart giving that additional two**
 2 **percent discount?**
 3 A Yes, per this agreement.
 4 **Q Turning to Paragraph No. 5, "Manufacturer discounts,"**
 5 **this says that "Burkhart will negotiate manufacturer**
 6 **discounts for buyers groups with manufacturers."**
 7 **This is saying that Burkhart would go to the**
 8 **manufacturers that they worked with and try to obtain**
 9 **discounts for Kois Buyers Group members?**
 10 A Correct.
 11 **Q Do you know whether any manufacturers agreed to give**
 12 **discounts for the Kois Buyers Group members?**
 13 A That list you have is Exhibit No. 326.
 14 **Q And is that a complete list of all of the manufacturers**
 15 **that you understand give discounts through Burkhart to**
 16 **Kois Buyers Group members?**
 17 A That's my understanding.
 18 I don't know if they're working with others.
 19 Sorry, there is at least one other I can think of
 20 that's not on this list that was brought out after this
 21 list came out.
 22 **Q Okay. So you are saying after Exhibit No. 326--**
 23 **A There was an additional--**
 24 **Q --published?**
 25 A Correct.

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- 1 **Q What was that one?**
 2 A It was an x-ray sensor by Acteon.
 3 **Q In the same Paragraph No. 5, Burkhart agreed to apply**
 4 **all manufacturer discounts to members by lowering the**
 5 **price of products sold to members.**
 6 **Does that just mean that Burkhart would pass on any**
 7 **manufacturer discounts to members?**
 8 A That was our hope.
 9 **Q Okay. And it says that "Burkhart agrees to be**
 10 **transparent about how manufacturer discounts are**
 11 **applied."**
 12 **What does that clause mean?**
 13 A That means if it's a rebate, they would tell us it was
 14 in the form of rebate.
 15 If it's a general lower cost for the product, they
 16 would tell us that.
 17 **Q Okay. When they said "they would tell us," did you mean**
 18 **the Kois Buyers Group members?**
 19 A No. They would tell the Kois Buyers Group how those
 20 discounts came about.
 21 **Q Have they provided that information to you?**
 22 A That is evidenced in Exhibit No. 326.
 23 Any information that they provide to us, as far as
 24 discounts, we ask them to provide us in a form that we
 25 are free to distribute to the public, that there's no

33 (Pages 129 to 132)

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1 proprietary information.

2 **Q Looking at Exhibit No. 326, do you have an understanding**

3 **of whether these discounts offered by the manufacturers**

4 **are lower costs for supplies or rebates?**

5 A I don't have an understanding of that.

6 **Q Okay. So it could be either one?**

7 A Or both.

8 **Q Other than the information in Exhibit No. 326, and I**

9 **know you mentioned there is an additional manufacturer,**

10 **do you have any other information for us to understand**

11 **whether the discounts being offered by these**

12 **manufacturers are in the form of rebates or lower**

13 **prices?**

14 A I don't have any information that determines how the

15 discounts are calculated.

16 **Q Burkhart would have that information?**

17 A Yes.

18 **Q One more quick question:**

19 **Paragraph No. 6 talks about new member incentives.**

20 **It says that Burkhart will provide a merchandise**

21 **credit of 299 to new Kois members.**

22 **Then it goes on to say the credit will be applied**

23 **to their account once they have become a tribe member**

24 **and they have completed a meeting with their Burkhart**

25 **account manager.**

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1 **What is your understanding of this?**

2 **I am particularly interested in the meeting with a**

3 **Burkhart account manager.**

4 A So to clarify, the rest of that statement is a customer

5 service agent introducing them to the Kois Buyers Group

6 program, Kois select manufacturers' benefits, Burkhart

7 Dental Supply benefits, and better value program.

8 The reason to be specific is it's a program open to

9 both full service and direct service markets, and there

10 are no account managers in the direct service.

11 To answer your question, the 30-minute meeting or

12 phone call or in-person, depending on what's available,

13 is to-- to give Burkhart an opportunity to explain what

14 services and products they offer.

15 It is an introductory meeting.

16 **Q So if you're in the full-service region of the United**

17 **States, that meeting would be with a Burkhart account**

18 **manager, and if you're in a limited-service region, it**

19 **would be with a customer service agent?**

20 A Most of the time.

21 I am told sometimes it's by phone, regardless of

22 the area that you're in.

23 **Q Okay. We have talked a fair bit about complaints that**

24 **you have heard from members.**

25 **Have you ever heard that deliveries have been slow**

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1 **when ordering through Burkhart?**

2 A "Slow" is a relative term.

3 Slower than people would like was an earlier

4 complaint.

5 Now shipping is two days as opposed to three days

6 to five days.

7 **Q At one point was Burkhart shipping three to five days?**

8 A At no charge.

9 In this contract it stipulates a two-day business

10 shipping for orders over \$750.

11 **Q So currently for orders under \$750, is it still a**

12 **three-day to five-day shipping?**

13 A Shipping can be any way you like, depending on how much

14 you're willing to pay, but free shipping for two-day, if

15 it's over \$750.

16 **Q Have complaints regarding delivery time decreased in**

17 **recent months?**

18 A Yes.

19 **Q And is that because Burkhart is shipping things faster**

20 **than they were before?**

21 A Yes.

22 They also-- East Coast dentists tend to use

23 different types of products, so they started to house

24 different things in the distribution centers that

25 service the direct markets, so that speeds some of the

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1 delivery, where they're not waiting for things to get

2 delivered.

3 **Q Have you ever heard from Kois Buyers Group members that**

4 **deliveries with other supply companies are much faster**

5 **than Burkhart?**

6 A No.

7 **Q Have you ever heard of members cancelling membership or**

8 **complaining because another supplier matched the**

9 **discount offered by Kois?**

10 A Cancelling? No.

11 Complaining? Yes.

12 **Q What has been the nature of the complaint?**

13 A That other supply companies are matching the price given

14 to the buyers group members.

15 **Q And why would that be a complaint?**

16 A They don't feel like it's the same value if they can get

17 the same pricing outside of the buyers group if they're

18 a member of the buyers group.

19 **Q And have you heard of specific supply companies that**

20 **have matched prices given to buyers group members?**

21 A I have heard of Schein and Patterson matching prices.

22 **Q What about Benco?**

23 A I haven't heard specifically.

24 I asked Burkhart about that.

25 They said price matches like that is at the

34 (Pages 133 to 136)

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1 discretion of the sales rep.
 2 **Q The sales rep--**
 3 A For that particular practice, for Schein or Patterson.
 4 **Q Is there an individual who works for you who processes**
 5 **cancellations?**
 6 A Right now? No. I handle all the memberships.
 7 **Q Who is Scott Heyamoto?**
 8 A He was a former employee of the Kois Center.
 9 Prior to me taking over the buyers group, he
 10 managed the requests that came in for membership at the
 11 Kois Center and sent those names off to ProCare.
 12 **Q Okay. Was he also responsible for processing**
 13 **cancellations?**
 14 A If people cancelled.
 15 I wasn't quite familiar with the process, but I
 16 believe so.
 17 **Q And you said you started at Kois Buyers Group in October**
 18 **2015?**
 19 A Yes.
 20 **Q Was there a period of time where-- a transition period**
 21 **where Qadeer was still sort of working with you?**
 22 A I don't know how much he was working with the buyers
 23 group.
 24 I heard updates between March and October that--
 25 from Scott when he would converse with ProCare, but with

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1 me directly, there was-- I can't think of any-- there
 2 might have been one or two e-mails.
 3 He wasn't very good about contacting people.
 4 **Q Who is "he"?**
 5 A Q, Qadeer.
 6 **Q And you said you heard updates between March and**
 7 **October--**
 8 A So in July Qadeer spoke at our symposium, and I sat with
 9 him for about three hours and asked him some specific
 10 questions about the buyers group, and that's where I got
 11 the majority of my information.
 12 **Q Okay. Was that July of 2015?**
 13 A Yes.
 14 **Q And then did you sit with him and speak with him**
 15 **understanding that you were going to be taking over the**
 16 **buyers group in the future?**
 17 A I sent him an e-mail towards the end of the year that I
 18 would be negotiating with Burkhart and managing the
 19 buyers group going forward.
 20 **Q And then does Kois Buyers Group have any relationship**
 21 **with ProCare or Qadeer today?**
 22 A No.
 23 **Q When did that relationship end?**
 24 A When this exclusive supplier agreement was in place.
 25 **Q When you said that you heard updates between March and**

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1 **October from Scott, what year were you talking about?**
 2 A 2015.
 3 **Q Okay. So as of March 2015, what was your role at Kois**
 4 **Buyers Group?**
 5 A I didn't have one.
 6 **Q But you were receiving e-mails?**
 7 A I would get updates from Scott, as far as how many
 8 members were part of the buyers group.
 9 **Q Did you have a role at Kois Center at that point?**
 10 A Yes.
 11 **Q You were CEO?**
 12 A Yes.
 13 **Q Why were you receiving updates from Scott?**
 14 A I asked for them.
 15 **Q Why did you ask?**
 16 A Because I didn't know anything about the buyers group,
 17 and I didn't have any documentation anywhere.
 18 I was trying to get some insight on what the
 19 program was.
 20 **Q So do you have an understanding of whether the Kois**
 21 **partnership has allowed Burkhart to bring in new**
 22 **customers?**
 23 A My understanding is it has.
 24 **Q Do you have an understanding of how many new customers?**
 25 A I could take a guess.

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1 It would be-- is-- would that be--
 2 **Q Sure.**
 3 A Because I can't speak to any full-service areas.
 4 I would say there's probably a good indication that
 5 anyone that's in the direct market would not have gone
 6 with Burkhart if they weren't part of the buyers group.
 7 **Q When you say "anyone in the direct market," what do you**
 8 **mean by that?**
 9 A People that get shipments via online shipments, they
 10 don't have a full-service rep in their area.
 11 Full-service area, I can't speak to whether or not
 12 it was the prowess of the Burkhart sales rep that caused
 13 them to move over and whether or not that would have
 14 happened anywhere.
 15 **Q Do you have an understanding of how many new customers**
 16 **Burkhart has obtained through its relationship with the**
 17 **Kois Buyers Group?**
 18 A It's part of their presentations they do quarterly.
 19 I can find that information. I don't have it off
 20 the top of my head.
 21 **Q Do you have any recollection off the top of your head?**
 22 A I would say it's probably around 100.
 23 **Q Total?**
 24 A Mm-hm.
 25 **Q Thank you.**

35 (Pages 137 to 140)

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1 Let's talk a little bit more about Kois's history
2 with Benco.
3 A Sure.
4 **Q So you mentioned that you have spoken to Benco about
5 doing business with the Kois Buyers Group; is that
6 right?**
7 A Mm-hm.
8 **Q When did you have those conversations?**
9 A It was in-- probably fall of 2015.
10 **Q Did you reach out to Benco or did they reach out to you?**
11 A I reached out to them.
12 **Q Who did you reach out to?**
13 A I don't remember if it was Julie Rasmussen or-- I don't
14 remember the other person's-- Kathleen, I think.
15 Kois Center had an ongoing relationship with Benco
16 separate from the buyers group for speaking for my dad,
17 so he would do a couple lectures a year at Benco, so I
18 already had a relationship with them, but specifically
19 for the Kois Buyers Group, that didn't start until the
20 fall.
21 **Q Until the fall of 2015?**
22 A Yes.
23 **Q Okay. When you said Kathleen at Benco, would that be
24 Kathleen Bird?**
25 A Yes.

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1 **Q And then Julie-- is it "Radzynski"?**
2 A I think so.
3 **Q So in the fall of 2015 you reached out to either Julie
4 or Kathleen at Benco?**
5 A Correct.
6 **Q And why did you reach out to them?**
7 A I was starting to negotiate the contract with Burkhart,
8 and I wanted to keep some options open.
9 My intention originally was to explore having two
10 supply companies as part of the buyers group.
11 **Q Did you think it would be beneficial, at that time, to
12 have two supply companies as part of the buyers group?**
13 A I didn't know if it would be beneficial to the members.
14 I just wanted to explore the option.
15 My first step was to see if both supply companies
16 would be receptive to that.
17 **Q And you mentioned earlier that neither were receptive;
18 is that right?**
19 A Correct.
20 **Q And did you have any in-person meetings with people at
21 Benco to discuss joining the Kois Buyers Group as a
22 vendor?**
23 A Yes.
24 **Q When were those meetings?**
25 A Approximately that time of year, fall of 2015.

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1 **Q Okay. How many meetings did you have?**
2 A Probably one, and I would say probably one or two phone
3 calls.
4 **Q And for the in-person meeting, where did it take place?**
5 A That would be at the Kois Center in Seattle, Washington.
6 **Q And who from Benco was there?**
7 A That would have been Julie, and I don't think Kathleen
8 was there. I think just Julie.
9 **Q Have you ever met with Chuck Cowen?**
10 A Yes.
11 **Q Have you ever met with Chuck Cowen with regard to the
12 Kois Buyers Group specifically?**
13 A Not for the Kois Buyers Group.
14 They asked about their own buyers group.
15 **Q So the meeting with Julie at Kois Center in the fall of
16 2015, what was that meeting related to?**
17 A Two parts:
18 One was my dad's speaking engagements for the
19 following year with Benco, and that's the Kois Center
20 side.
21 On the Kois Buyers Group side, exploring an option
22 to have them as part of the buyers group.
23 **Q Were they receptive to that?**
24 A Yes.
25 **Q What did Julie say to you about the possibility of**

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1 **becoming a member for Kois Buyers Group?**
2 A They were interested.
3 **Q What were the next steps after that?**
4 A I asked both Burkhart and Benco if they would be willing
5 to be part of the buyers group together.
6 **Q Okay. And so focusing on Benco, what did Benco say?**
7 A They said they would rather not.
8 **Q And what reason did they give?**
9 A They would rather not have another supply company in the
10 same buyers group as them.
11 **Q Did they give any other explanation for why they didn't
12 want to have another supply company in the same buyers
13 group as them?**
14 A No.
15 **Q Were you surprised at that response?**
16 A No.
17 **Q Why not?**
18 A It was the same response Burkhart gave.
19 **Q Were you surprised by either of their responses?**
20 A No.
21 **Q Why not?**
22 A Because they could do what they liked.
23 There was no-- I mean, they could choose to work
24 with us or not.
25 **Q Were there any other further discussions with Benco**

36 (Pages 141 to 144)

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1 regarding Benco being a supplier for Kois Buyers Group?
 2 A Yes.
 3 **Q What were those?**
 4 A We told them we decided to go with Burkhart for the
 5 supply company in the buyers group.
 6 **Q Did you have any negotiations with Benco about like what**
 7 **type of discounts they would be able to offer or**
 8 **anything like that?**
 9 A We didn't get that far.
 10 **Q So when Benco said, "We don't want to be one of two**
 11 **suppliers for Kois Buyers Group," that was pretty much**
 12 **the end of the conversation?**
 13 A Yes.
 14 **Q And then prior to the meeting in the fall of 2015, did**
 15 **you have any understanding of whether ProCare had any**
 16 **negotiations with Benco regarding Kois Buyers Group, or**
 17 **conversations with Benco?**
 18 A Prior to-- so-- as far back as where?
 19 **Q So the Kois Buyers Group was founded in October 2014,**
 20 **right?**
 21 A Mm-hm.
 22 **Q So around that time or sometime between then and the**
 23 **fall of 2015, when you came on and were involved, were**
 24 **there any conversations between ProCare and Benco about**
 25 **Kois Buyers Group?**

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1 A I don't believe so.
 2 I believe once the initial contract with Burkhart
 3 was in place, that was the extent of any supplier
 4 company negotiations.
 5 **Q Okay. What is your understanding based on?**
 6 A I hadn't heard anything to the contrary.
 7 **Q Okay. But would Qadeer have more information about**
 8 **that?**
 9 A It's possible.
 10 **Q Would your father have more information about that?**
 11 A I doubt it.
 12 (Exhibit No. 328 marked
 13 for identification.)
 14
 15 **Q (By Ms. Goff) Mr. Kois, the court reporter has handed**
 16 **you what has been marked as Exhibit No. 328.**
 17 **This is a document that we received from another**
 18 **party, so I don't expect that you would have necessarily**
 19 **seen it before, but I have a couple questions, and this**
 20 **would be useful to facilitate the discussion.**
 21 A Mm-hm.
 22 **Q Go ahead and take a minute to read it, and let me know**
 23 **when you're finished.**
 24 **Have you had a chance to review it?**
 25 A Yes.

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1 **Q So this is what appears to be a blog post.**
 2 **At the top it says, "Julie Radzynski: Added blog**
 3 **post in @[Benco buzz]."**
 4 **The date at the end of the document is 12/3/2014.**
 5 **In the second paragraph it says that "Dr. Kois came**
 6 **to us a few months ago and asked if we would be**
 7 **interested in participating in his Tribal Management**
 8 **Buying Group."**
 9 **Skipping forward it says, "After hearing all of the**
 10 **details, we decided we did not want to participate."**
 11 **Do you see that?**
 12 A Yes.
 13 **Q I just want to ask you whether you have an understanding**
 14 **of whether your father, Dr. Kois, talked to Benco at all**
 15 **about participating in a buyers group.**
 16 A You mean between him and me? It certainly wasn't me.
 17 This says him, so my assumption would be it was
 18 during one of his lectures with them, if he was out
 19 there.
 20 **Q But you haven't discussed with your father him speaking**
 21 **with Benco about participating in his buyers group?**
 22 A No.
 23 **Q Okay. So then the last thing I wanted to ask you about**
 24 **this document is:**
 25 **There are two bullet points. One says, "Minimal**

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1 **impact," and the last sentence says, "Additionally, many**
 2 **of the tribal members will not be able to participate**
 3 **due to Burkhart's limited geographic distribution**
 4 **capabilities."**
 5 **Do you see that?**
 6 A Yes.
 7 **Q Did this turn out to be correct?**
 8 **Do you agree with this statement that many tribal**
 9 **members would not be able to participate due to**
 10 **Burkhart's limited geographic distribution capabilities?**
 11 A I don't know how many impacted as far as Benco
 12 customers.
 13 I believe the Internet shipping for products was
 14 new, that Burkhart was rolling out, and that was partly
 15 due to their association with the buyers group.
 16 **Q Okay. You can put that one to the side. Thank you.**
 17 **You mentioned that you've had conversations with**
 18 **Chuck Cowen?**
 19 A Yes.
 20 **Q And those conversations, did they relate to Benco's**
 21 **buying group? Is that what you said?**
 22 A Yes.
 23 **Q What did Chuck Cowen-- how did those conversations go?**
 24 A The Kois Center was one of the success partners for
 25 Benco up until, I believe, the end of 2016, is my

37 (Pages 145 to 148)

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1 assumption, or sometime around there. Sometime last
 2 year we ended that relationship with them.
 3 What they did was they asked their success partners
 4 to be part of their buyers group, and that was in-- the
 5 capacity that they were looking for, for the Kois
 6 Center, was to get a discount on courses offered at the
 7 Kois Center for members of Benco's buyers group.
 8 **Q So did Benco ever ask for the Kois Buyers Group to**
 9 **somehow be merged with Benco's buyers group?**
 10 A No. They were separate.
 11 **Q What do you mean "they were separate"?**
 12 A It is a separate company that-- Kois Buyers Group.
 13 We never got that far in discussions with Benco as
 14 far as their buyers group.
 15 Our conversations stopped with us not being
 16 interested in giving a discount to their members for our
 17 courses.
 18 **Q So there was never any conversation about Kois Buyers**
 19 **Group and Benco Buyers Group merging?**
 20 A I'm sure there was a conversation with that, but it
 21 didn't go very far.
 22 **Q And why was the Kois Center not interested in giving a**
 23 **discount to Benco Buyers Group members?**
 24 A The purpose of the discount was to increase demand for
 25 the Kois Center courses, but our courses are generally

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1 full, so we didn't see an incentive to discount our
 2 already-full courses.
 3 **Q And have you ever had any other conversations with Chuck**
 4 **Cowen?**
 5 A Yes.
 6 **Q And what are the nature of those conversations?**
 7 A I went to Texas in-- it might have been that time, about
 8 fall of 2015, I believe, to speak at one of their--
 9 their summit meeting, which was a collection of all of
 10 their reps, to-- in the capacity of the Kois Center CEO,
 11 because we were a success partner of theirs.
 12 While there, I had conversations with Chuck as well
 13 as Julie and Kathleen.
 14 **Q What is a success partner?**
 15 A They have several partners that they offer some sort of
 16 incentive for people to go to.
 17 For Benco, if someone asks for continuing
 18 education, they would recommend the Kois Center.
 19 If people wanted a study group, they would offer a
 20 different vendor.
 21 If people wanted financial advice-- a way to extend
 22 their reach of services without having those services
 23 in-house.
 24 **Q Okay. And at some point the relationship between Kois**
 25 **Center and Benco ended?**

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1 A Yes.
 2 **Q And why did it end?**
 3 A My dad didn't want to lecture for Benco for their
 4 courses anymore.
 5 We didn't feel we got a return for us.
 6 **Q Is that the reason why your dad didn't want to lecture**
 7 **at the courses anymore?**
 8 A He's pulling back from out-of-state lectures in general.
 9 This was part of that plan.
 10 (Exhibit No. 329 marked
 11 for identification.)
 12
 13 **Q (By Ms. Goff) So the court reporter handed you what has**
 14 **been marked as Exhibit No. 329.**
 15 **It is an e-mail chain bearing the Bates stamp Kois**
 16 **001133 through 1134.**
 17 **Have you had a chance to review it?**
 18 A Yes.
 19 **Q Okay. So is this an e-mail chain between you and Julie**
 20 **Radzyski of Benco, and Kathleen Bird is on here as**
 21 **well?**
 22 A Yes.
 23 **Q Is this in reference to the meeting you had in the fall**
 24 **of 2015 with Julie?**
 25 A Yes.

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1 Specifically this was for-- yes, this was when
 2 Julie came to visit.
 3 **Q And then the top e-mail in the chain, it's from you, and**
 4 **it says, in the second paragraph, "Regarding the buyers**
 5 **group, I am interested in hearing what type of deal you**
 6 **would like to see in a perfect world, and we can work**
 7 **towards that. For me, I would love to give dentists an**
 8 **opportunity to choose between Burkhart and Benco, based**
 9 **on their needs and relationships."**
 10 **Do you see that?**
 11 A Yes.
 12 **Q At this time were you interested in giving dentists the**
 13 **opportunity to choose between either Burkhart or Benco?**
 14 A Yes.
 15 **Q And why were you interested in that?**
 16 A To have another supply company in the buyers group that
 17 gave the same kind of discounts, and one with reps
 18 closer to people, which I thought would be beneficial.
 19 **Q Would that help solve the complaints or the issues that**
 20 **some members had on the East Coast with not having a**
 21 **full-service distributor nearby?**
 22 A I don't know if it would have solved.
 23 That would be assuming that their rep was Benco.
 24 There are other supply companies that have local
 25 representation.

38 (Pages 149 to 152)

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- 1 I thought it would help.
- 2 **Q But there is always the possibility for Kois Buyers**
- 3 **Group members to leave their former supply companies and**
- 4 **switch to Kois Buying Group's supply company, right?**
- 5 A Oh, sure, and switch back.
- 6 **Q So just to make sure I understood, you said you thought**
- 7 **it would help address some of the complaints that you**
- 8 **had heard about members on the East Coast not having a**
- 9 **full-service distributor nearby?**
- 10 A I did think it would help.
- 11 **Q Have you ever received any feedback from dentists that**
- 12 **they would be interested in having Benco as a vendor?**
- 13 A No.
- 14 **Q You haven't heard that specifically?**
- 15 A No.
- 16 **Q But you have heard it with regard to Schein and**
- 17 **Patterson specifically?**
- 18 A Yes.
- 19 **Q So Benco was never a supplier for Kois Buyers Group,**
- 20 **correct?**
- 21 A Correct.
- 22 **Q By the way, turning back to Exhibit No. 329, it looks**
- 23 **like your e-mail is Johnny@KoisCenter.com?**
- 24 A Correct.
- 25 **Q And is that your e-mail for Kois Center and Kois Buyers**

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- 1 **Group?**
- 2 A Yes.
- 3 **Q So do you do Kois Buyers Group business through this**
- 4 **e-mail address, Johnny@KoisCenter.com?**
- 5 A I do. I send out newsletters at
- 6 Info@KoisBuyersGroup.com.
- 7 **Q When you say "info," do you mean like those monthly**
- 8 **updates or--**
- 9 A "Info" as in that's the e-mail address that the
- 10 newsletters come from, and I will have, occasionally,
- 11 dentists that will respond to those e-mails.
- 12 **Q When you said "newsletters," is Exhibit No. 325 an**
- 13 **example of a newsletter?**
- 14 A Yes.
- 15 **Q For Schein, and I know we discussed Schein earlier, but**
- 16 **just to make sure I have it correct, is it your**
- 17 **understanding that Qadeer at ProCare approached Schein**
- 18 **on behalf of the Kois Buyers Group?**
- 19 A Yes.
- 20 **Q And Schein responded that they were not interested in**
- 21 **working with the Kois Buyers Group?**
- 22 A Correct.
- 23 **Q And do you have an understanding of why Schein said no**
- 24 **to working with Kois Buyers Group?**
- 25 A I don't.

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- 1 **Q If not for the exclusivity clause in the Burkhart**
- 2 **contract, would you be interested in partnering with**
- 3 **Schein?**
- 4 A No.
- 5 **Q Why not?**
- 6 A I have heard less than favorable things about their
- 7 reps.
- 8 **Q Okay. So is it fair to say you have not approached**
- 9 **Schein, since you have been managing Kois Buyers Group,**
- 10 **to form a relationship with them?**
- 11 A In the United States?
- 12 **Q Yes, in the United States.**
- 13 A Correct.
- 14 **Q So you said you have heard less than favorable things**
- 15 **about their reps.**
- 16 **Generally, what types of things have you heard?**
- 17 A Generally, I never hear anything-- any kind of complaint
- 18 from the Burkhart reps.
- 19 I will occasionally hear complaints from a Schein
- 20 rep or a Patterson rep where they're aggressive, said
- 21 they would get one price and another-- nothing I can
- 22 prove, but it's just what dentists say when I see them.
- 23 **Q And you said you would occasionally hear complaints from**
- 24 **a Schein rep or a Patterson rep.**
- 25 **Did you mean "about a Schein"--**

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- 1 A "About."
- 2 **Q "Yes," right?**
- 3 A Yes.
- 4 **Q Thank you.**
- 5 **Have you ever had any e-mail communications with**
- 6 **individuals at Schein regarding Kois Buyers Group?**
- 7 A Schein in which country?
- 8 **Q The United States.**
- 9 A No.
- 10 **Q And whatever happened-- I know you mentioned that Schein**
- 11 **Canada approached Kois?**
- 12 A They did.
- 13 **Q And what was the result of that?**
- 14 A I told them we were happy with our relationship with
- 15 Sinclair, and if they wanted to follow up with us in a
- 16 couple of years, they were welcome to.
- 17 **Q Who approached you from Schein Canada?**
- 18 A A Schein rep in Canada.
- 19 I don't remember his name.
- 20 **Q Do you know that individual's title?**
- 21 **Were they just a representative?**
- 22 A I thought-- I got the thought that they were more than a
- 23 rep, somebody more of a regional representation in
- 24 Canada, but because we weren't planning to move forward
- 25 with them, I didn't take too much time with it.

39 (Pages 153 to 156)

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1 **Q Have you ever talked to Tim Sullivan with Schein?**
 2 A Is he Canada?
 3 **Q Have you ever spoken with--**
 4 A The name doesn't ring a bell to me.
 5 **Q Thank you.**
 6 **Then same questions for Patterson:**
 7 **Is it your understanding that ProCare approached**
 8 **Patterson to work with Kois Buyers Group prior to your**
 9 **arrival at Kois Buyers Group?**
 10 A Yes.
 11 **Q And that was Qadeer that spoke with Patterson?**
 12 A Yes.
 13 **Q And it is your understanding that Patterson said no?**
 14 A Correct.
 15 **Q And do you have an understanding of why Patterson said**
 16 **no?**
 17 A No.
 18 **Q Do you have any understanding of the reason why**
 19 **Patterson was not interested in working with Kois Buyers**
 20 **Group?**
 21 A I can guess. I can speculate.
 22 **Q Okay.**
 23 A At the time-- there were no members, so there wasn't
 24 anything to offer them.
 25 It was the idea that we would put a group together

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1 to give a discount to, but when the group started, there
 2 were no members.
 3 **Q So when the group started, is that true, there were no**
 4 **members?**
 5 **I thought there were 174 members.**
 6 A They came at the same time.
 7 Once we established a supply company, we requested
 8 any interest from the members, so there were no members
 9 when we first started.
 10 **Q Okay. Understood.**
 11 **But similarly, there were no members when you first**
 12 **approached Burkhart and they agreed to do business with**
 13 **Kois Buyers Group?**
 14 A That's correct.
 15 **Q So that fact did not turn off Burkhart, right?**
 16 A Correct.
 17 **Q So why do you think that it turned off Patterson when it**
 18 **didn't turn off Burkhart?**
 19 A I don't know what the reasoning was behind the
 20 motivation of the cancel.
 21 **Q Behind the--**
 22 A The decision for Patterson and Schein to not move
 23 forward.
 24 I don't know what the reason was, other than that
 25 they decided not to move forward.

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1 **Q Okay. Thank you.**
 2 **And if not for the exclusivity clause with**
 3 **Burkhart, would you be interested in having Kois Buyers**
 4 **Group partner with Patterson?**
 5 A Personally?
 6 **Q Yes.**
 7 A No.
 8 **Q Why not?**
 9 A I don't know much about the company. I don't have a
 10 relationship with them.
 11 **Q Okay. So have you reached out to Patterson at all about**
 12 **doing business with Kois Buyers Group?**
 13 A No.
 14 **Q And have you ever had any e-mail communications or other**
 15 **communications with individuals at Patterson regarding**
 16 **Kois Buyers Group?**
 17 A No.
 18 **Q Do you think that not working with Schein, Patterson, or**
 19 **Benco has impacted Kois Buyers Group's success in any**
 20 **way?**
 21 A I would say no.
 22 **Q Why not?**
 23 A Because we have quite a few members signed on.
 24 The members that we have are happy.
 25 I can't speculate as to why other members haven't

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1 joined, just what people tell me.
 2 **Q Okay. But you have heard from some members that they**
 3 **wished that there was full-service distribution in their**
 4 **area, correct?**
 5 A Yes.
 6 They also say that they would rather have a cheaper
 7 price than a full-service rep.
 8 **Q Understood.**
 9 **Would you consider buying groups to be prevalent in**
 10 **the dental industry today?**
 11 A What would you determine "prevalent"--
 12 **Q Not being in the dental industry myself, I am just**
 13 **curious if buying groups are common, if they're out**
 14 **there for people to join--**
 15 A It's a familiar idea.
 16 As far as a percentage of practices that are buyers
 17 group members and not buyers group, I don't have any
 18 data on that.
 19 **Q When you first started working at Kois Buyers Group, did**
 20 **you notice any barriers to entry into the dental**
 21 **industry?**
 22 A Can you rephrase?
 23 **Q Have you noticed any barriers to entry in terms of**
 24 **getting customers, getting members, or getting vendors**
 25 **for Kois Buyers Group?**

40 (Pages 157 to 160)

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- 1 A No.
 2 The decisions for companies to come into the buyers
 3 group or pass is based on that company, you know,
 4 whether or not they find it of benefit to be part of our
 5 buyers group.
 6 **Q Have you heard from any vendors that they don't find it**
 7 **to be beneficial to work with Kois Buyers Group?**
 8 A I haven't heard of any.
 9 **Q So most vendors that you've approached have decided to**
 10 **do business with Kois Buyers Group?**
 11 A Yes-- I'm sorry, I should back up.
 12 Zimmer is an implant company. They offer discounts
 13 for U.S. and Canadian practices, the same discounts, and
 14 the pricing models are different in Canada and the
 15 United States.
 16 The representatives in Canada asked for a different
 17 pricing structure.
 18 **Q So have you heard of any vendors that don't find it**
 19 **beneficial to work with Kois Buyers Group that have**
 20 **informed you that they don't find it beneficial?**
 21 A That was the only one.
 22 **Q So Zimmer is an example?**
 23 A Zimmer in Canada.
 24 Zimmer in U.S. is very happy.
 25 **Q Have you ever heard of rumors in the dental industry**

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- 1 **that buyers group sell gray market products?**
 2 A Rumors? Nothing that I can substantiate.
 3 **Q But have you heard of rumors to that effect?**
 4 A I have.
 5 **Q Have dentists informed you of that?**
 6 A Yes.
 7 **Q And have dentists told you where they've heard that**
 8 **information?**
 9 A No.
 10 It's the-- but their thought was if there's a
 11 product-- it's not so much in the dental community.
 12 It's a special one-time offer on a particular product,
 13 and the products might be past expiration but still
 14 good, that kind of gray market.
 15 Is that what you're referring to?
 16 **Q Why don't we define what you understand "gray market" to**
 17 **be.**
 18 A "Gray market" is not direct from the original seller to
 19 the original supplier.
 20 **Q And so have dentists told you that they've heard that**
 21 **buyers groups sell gray market products?**
 22 A I haven't heard specifically for a buyers group.
 23 I have heard of dentists getting offered products
 24 that were below what would be considered even a
 25 discounted price, and ultimately those were usually some

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- 1 sort of gray market product.
 2 **Q Okay. Was that tied to a buyers group or no?**
 3 A No.
 4 **Q So just going back to buying groups in particular, have**
 5 **you heard any rumors in the dental industry that buyers**
 6 **groups sell gray market products or partner with**
 7 **companies that sell gray market products?**
 8 A I haven't heard anything specific.
 9 **Q Have you heard anything generally?**
 10 A No.
 11 **Q Do you have an understanding of the term "manufacturer"**
 12 **or "vendor chargeback" as it's used in the dental**
 13 **industry?**
 14 A No.
 15 **Q You have never heard the term "chargeback"?**
 16 A I don't have a good understanding of it.
 17 **Q So do you have any understanding of it?**
 18 A I have heard the term. I am not familiar with what it
 19 really means.
 20 **Q Do you have an understanding of how manufacturers view**
 21 **buying groups in general?**
 22 A No.
 23 **Q Have manufacturers ever told you that they would not**
 24 **work with Kois Buyers Group because it was a buying**
 25 **group?**

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- 1 A No.
 2 **Q Has any manufacturer told you they have a policy of not**
 3 **working with buying groups?**
 4 A Yes.
 5 **Q Was that 3M?**
 6 A No.
 7 **Q Which one was that?**
 8 A Ultradent.
 9 They said they had a bad experience with a buyers
 10 group, and going forward they're not going to be
 11 partnering with any other buyers groups.
 12 **Q Did they tell you which buyers group that was?**
 13 A No.
 14 **Q And what about 3M?**
 15 **3M said that they would not sell direct to Kois**
 16 **Buyers Group members; is that right?**
 17 A No.
 18 They never sell direct to Kois Buyers Group
 19 members. It would be through Burkhart, and they said
 20 that they weren't willing to give a discount to buyers
 21 group members.
 22 **Q And you heard that through Burkhart?**
 23 A Yes.
 24 MR. RYAN-LANG: So we are just past
 25 2:00 now. Can you give me a sense of how much more

41 (Pages 161 to 164)

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1 you've got?

2 Some of this ground I feel like we have covered a

3 little bit.

4 MS. GOFF: Sure. Why don't we take a

5 break right now, and I will try to wrap up. I have one

6 more topic that I don't think will take too long, and

7 then we can wrap up.

8 (Recess 2:02 to 2:11 p.m.)

9 (Exhibit No. 330 marked

10 for identification.)

11

12 **Q (By Ms. Goff) The court reporter handed you what has**

13 **been marked as Exhibit No. 330.**

14 **This is another document that was produced by**

15 **another company, so I've redacted some of it, and there**

16 **are no Bates stamps or-- I guess I've redacted the Bates**

17 **stamps.**

18 **Take a moment to look at it, and let me know when**

19 **you're finished.**

20 **I am really just focused on who this e-mail came**

21 **from.**

22 **You are welcome to read as much of this as you**

23 **would like, but my main question is:**

24 **The "From" says, "KoisTribe@KoisCenter.com."**

25 **Is that your e-mail or the e-mail address of your**

1 A Yes.

2 **Q And then "the layout of the discounts," what did you**

3 **mean by that?**

4 A This was what the original idea of the buyers group was,

5 was this plan.

6 This wasn't the reality.

7 This was before they even had a group signed up.

8 This was before we had any members signed up.

9 This looks like the original announcement letter

10 that went out.

11 **Q As soon as members signed up, did the pricing structure**

12 **go to that 299 per year--**

13 A No. It went that way when I took over.

14 **Q That's what I thought. Okay.**

15 A Where it says here the deposit, first month, last month,

16 initial deposit-- on Page 3, that was the initial

17 deposit that was taken from people based on whatever

18 category they signed up for.

19 **Q Okay.**

20 A When I took over, I pushed all these forward for

21 everybody.

22 Based on 299 a year, if they spent an initial

23 deposit of \$400, they got two years worth of services

24 going forward as their membership.

25 **Q Okay. You can put that one aside. Thank you.**

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1 **father's?**

2 A It is neither.

3 This would appear to be a newsletter that went out.

4 **Q And who sent this newsletter?**

5 A Probably based on the date this came out, I would say

6 that Scott was the person who ultimately sent it out.

7 **Q And that's Scott--**

8 A Heyamoto.

9 **Q The letter says, "Warmest always, John C. Kois."**

10 A This looks like the original setup of the buyers group,

11 so the language in it looks more like something that

12 Qadeer wrote rather than something that my dad wrote.

13 **Q In the salutation, "John C. Kois," is that a reference**

14 **to your father, to your understanding?**

15 A Yes.

16 **Q And what makes you say that this is something that you**

17 **think Qadeer wrote and not your father?**

18 A The "ProCare Dental Services," just the type of-- the

19 layout of how the discounts are offered and the language

20 in it.

21 **Q So the first-- well, the second paragraph says, "I have**

22 **been working on this plan from partners with ProCare**

23 **Dental Services."**

24 **Is that what you were referring to when you said**

25 **"ProCare Dental Services"?**

1 **Do you agree or disagree with the statement that**

2 **dentists, for the most part, are not interested in**

3 **purchasing from buying groups?**

4 A That's a very direct statement. I am trying to decide

5 the best way to-- can you say it again?

6 **Q Well, do you agree or disagree that dentists are not**

7 **interested in purchasing from buying groups?**

8 **MR. RYAN-LANG: He's not a dentist--**

9 **MS. GOFF: I understand, but he is in**

10 **the dental industry, and he has--**

11 **THE WITNESS: I have to make sure I**

12 **get all my double negatives here.**

13 I would disagree that dentists are not interested

14 in purchasing from buyers groups.

15 **Q (By Ms. Goff) And that's based on your experience**

16 **working at a buyers group and speaking with dentists?**

17 A Yes.

18 **Q Do you believe that buying groups provide value to**

19 **dentists?**

20 A I can't speak for other buying groups.

21 I believe that the Kois Buyers Group provides value

22 to members.

23 **Q Okay. And do you believe that the Kois Buyers Group has**

24 **brought down the price for supplies for its members?**

25 A I do.

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1 **Q And is that understanding-- what is that understanding**
2 **based on?**

3 A The discounts offered are off of retail pricing.
4 I don't know what dentists would have paid
5 otherwise, but the responses I get from dentists is that
6 they're saving money on those invoices.

7 **Q Okay. Thank you.**
8 **Does your father have an e-mail address?**

9 A Yes.

10 **Q What is it?**

11 A It's JohnKois@Hotmail.com.

12 **Q For you personally, I know we mentioned the**
13 **Johnny@KoisCenter, and you told me that there is another**
14 **one, Info--**

15 A Info@KoisBuyersGroup.com.

16 **Q Other than those two, do you conduct any other business**
17 **for Kois Buyers Group in any other e-mail addresses?**

18 A No.

19 MS. GOFF: Thank you very much for
20 coming in today. Those are all my questions, but I
21 really appreciate your time.

22 With that, we can close the transcript, unless your
23 counsel has anything else.

24 MR. RYAN-LANG: I'm good.
25 (Hearing concluded at 2:20 p m.) (Signature reserved.)

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1 STATE OF WASHINGTON) I, Terilynn Simons, RMR, CRR,
2) ss CLR, a certified court reporter
3 County of Pierce) in the State of Washington, do
4 hereby certify:

5 That the foregoing investigational hearing of JOHN C.
6 KOIS, JR. Was taken before me and completed on
7 July 26, 2017, and thereafter was transcribed under my
8 direction; that the transcript is a full, true and complete
9 transcript of the testimony of said witness, including all
10 questions, answers, objections, motions and exceptions;

11 That the witness, before examination, was by me duly
12 sworn to testify the truth, the whole truth, and nothing but
13 the truth, and that the witness reserved the right of
14 signature;

15 That I am not a relative, employee, attorney or counsel
16 of any party to this action or relative or employee of any
17 such attorney or counsel and that I am not financially
18 interested in the said action or the outcome thereof;

19 That I am herewith securely sealing the said transcript
20 and promptly delivering the same to Attorney Karen V. Goff.

21 IN WITNESS WHEREOF, I have hereunto set my signature on
22 the 30th day of July, 2017.

23 Terilynn Simons, CCR, RMR, CRR, CLR
24 Certified Court Reporter No. 2047.
25 (Certification expires 07/07/2018)

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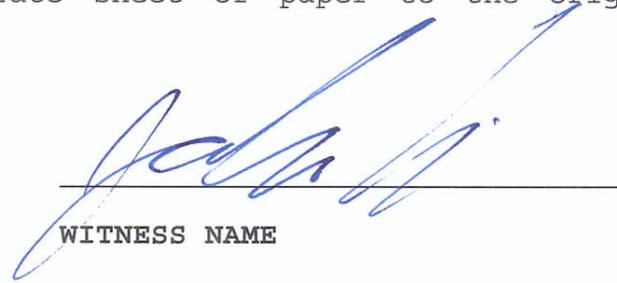
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CERTIFICATE OF DEPONENT

I hereby certify that I have read and examined the foregoing transcript, and the same is a true and accurate record of the testimony given by me.

Any additions or corrections that I feel are necessary, I will attach on a separate sheet of paper to the original transcript.



A handwritten signature in blue ink is written over a horizontal line. The signature is stylized and appears to be 'John J.'.

WITNESS NAME

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CX1062

From: Chuck Cohen
Sent: Wednesday, April 16, 2014 10:50 PM
To: Timothy Sullivan; Paul Guggenheim (paul.guggenheim@pattersondental.com)
Subject: FW: TDA Perks letter
Attachments: Perks_Value_1113.pdf

Tim & Paul...

Thought you'd be interested in this 'essay' from our friends at the TDA. Not only are they our new competitor, but they basically tell their members that dental distributors rip off the dentists. Nice!

cfc

From: Ron Fernandez
Sent: Wednesday, April 16, 2014 4:07 PM
To: Mark Rowe; Mike McElaney; Chuck Cohen
Subject: FW: TDA Perks letter

Gentlemen,

Here is a letter that the TDA sent out to all 7400 of their members. Extremely disturbing.....

Here are a few of their spotlighted manufacturers:

- GC America
- Kuraray
- Carestream
- Sunstar
- Coltene Whaldent



Provided by TDA Perks Program

value for your profession

Texas Private Practices Gain the Volume Purchasing Power of Corporate Practices

TDA Perks Program's newest partner provides independent private practices with volume purchasing power formerly only available to corporate practices.

Provided by TDA Perks Supplies



Ask dentists what their top 3 concerns are regarding the business of their practice, and one of the most common answers you'll hear is "overhead."

For private-practice dentists, reducing the costs of dental supplies would mean a significant reduction in overhead, but doing so hasn't been simple. No matter the practice type, most overhead costs are relatively fixed. Relocating to reduce rent or mortgage costs, or decreasing staff or staff pay is perilous. Another main contributor to overhead is the cost of the wide variety of supplies needed to operate a modern practice. The average practice

spends an amount equal to 30% of net profit on consumable dental supplies. Dentists can decrease the cost of supplies by using lower quality products, or buying in bulk or directly from manufacturers instead of a one-stop-shop distributor. Dental manufacturers long ago realized that selling directly to dentists was difficult because there were too many of them. They also saw it didn't produce the best profit margins, because individually dentists don't spend thousands of dollars on items like bibs, burs or impression trays. As a result, about 80% of dental product manufacturers only sell their products through dealers. Though some manufacturers do sell directly—and offices could save money by purchasing from them—a practice would almost need a full-time staff person to place dozens or even hundreds of separate orders each month, since no one manufacturer makes everything a practice needs.

The overwhelming majority of dental-product sales are made through a handful of large dealers that purchase and resell thousands of products from a variety of manufacturers. Working with a distributor saves time and is convenient, because an office typically works with a single representative and only needs to place one order a month. But distributors rarely provide the best deal. Convenience comes with the cost of a middleman. For each sale generated, most distributors have to pay variable costs — sales representative salary and commissions, new-customer marketing costs, etc. Many dealers charge prices at or above MSRP,

On October 1, 2013, TDA Perks launched a new program that leverages the group buying power of more than 7,400 TDA members, who collectively have an annual dental supplies spend of more than \$370 million.

and offer discounts of just a few percentage points on only certain items to attract new customers.

Most practices buy from territory sales representatives and could shop the few vendors available to them to try to negotiate discounts; but doing so usually amounts to no more than single-digit percent savings. The key point is, because private practices don't purchase in bulk volume, they have little wiggle room in price negotiation with suppliers. This is an area where corporate practices have a major advantage over private practices: negotiating power with suppliers.

COST-PLUS VS. RETAIL-MINUS PRICING

A corporate practice with 500 dentists will use in excess of \$25 million per year worth of consumable dental supplies, and millions more in equipment, office supplies and other products. A private practice spends an average of about \$55,000 on consumable supplies alone. Because corporate dental practices have the ability to purchase dental supplies on contracts worth tens of millions of dollars, they can negotiate prices on a cost-plus model (dealer cost plus a few percentage points) — instead of having their discount potential limited to 10% off retail. Given the volume a dealer would receive by converting a corporate practice, a dealer could afford to earn a much smaller margin. After all, five percent of \$10 million is quite a bit more than 45% of \$55,000.

VOLUME-PURCHASING POWER FOR PRIVATE PRACTICES

On October 1, 2013, TDA Perks launched a new program that leverages the group buying power of more than 7,400 TDA members, who collectively have an annual dental supplies spend of more than \$370 million. TDAPerksSupplies.com enables members to save an average of more than 35 percent on dental supplies. More than 40,000 products are listed—including brands typically available only through dealers—as well as the products of more than 60 direct manufacturers (companies whose products are not available through dealers). This new program attempts to offer TDA-member private practices the same buying power of corporate dental practices. The program will add more manufacturers and further reduce prices regularly as the number of members using the service grows. Following is information needed to start taking advantage of the program:

- Get a price estimate by sending a list of items (using SKU or distributor item numbers) via email, phone or fax.
- Order online at TDAPerksSupplies.com (or via e-mail, phone or fax).
- ADA membership numbers will be required. All active TDA members have pre-activated accounts.
- Customer support is available Monday through Friday, 8:00 AM to 7:00 PM.
- Contact TDA Perks Supplies at:
 - support@tdaperkssupplies.com
 - T: 512-270-6999
 - F: 888-740-4154

For more information regarding other TDA Perks programs, please visit tdaperks.com, or call 512-443-3675.

CX1149

From: Bob Cunningham <DailyDigest@benco.com>
Sent: Sunday, February 24, 2013 3:38 AM
To: Bob Cunningham
Subject: Daily Activity Stream Summary: 2/23/2013 10:38:16 PM

Community Activity



Benco Buzz

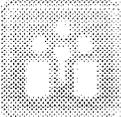


Chuck Cohen: @[Benco Buzz] Busy days at Chicago Mid-Winter meeting. Showed our CAD-CAM milling solution for the first time. Lots of buzz!



2/23/2013 12:21 PM | [Like](#) | [Comment](#) | [Follow-up](#) | [View](#)

- [Brian Evans](#) likes this.
- [Van Huynh](#) likes this.
- [Matt Lewinson](#) likes this.
- [Joe Balady](#) likes this.
- [Michele DiFilippo](#) likes this.
- [Stephanie Starer](#) likes this.



Sales



Gerald Barto: @[Sales]: there has to be some program that we have (even if made up) for what just happened to me. I had two separate offices. One was owned by Dr.. He was partial owner of the other one along with another Dr. I tried to get 6 other offices under partner sharing but I couldn't because it was mixed with different owners. It worked in reverse because Patterson gave my two offices same deal that the 6 offices had. Confused? Well I'm frustrated and just wanted to get off my chest. One Dr. was fighting for me to get all, instead I lost two. You would think there would be something for me to (and Benco) to get 8 offices but billed to one office blah blah blah

2/22/2013 5:40 PM | [Like](#) | [Comment](#) | [Follow-up](#) | [View](#)

- **Jeff McAdoo:** Do all six offices have common ownership? I know that there are different owners associated with each office, but is there one Doctor or corporation who owns a piece of all six? If so, I would think you should be able to set up a single account with six

different ship-tos.

(2/22/2013 10:33 PM)

- Gerald Barto: No Jeff. That's the problem. It's all intermixed (is that a word:). You just said it. Has to be one owner. It's confusing to say in print. Thank you for your reply. Sometimes programs should be able to be tweaked to get large quantity of supply business
(2/23/2013 12:59 AM)
- Patrick Ryan: To be recognized as one customer, one of the following three situations must be happening.
 1. All of the offices are owned by the same entity and everyone is an employee
 2. A single entity owns the hard assets of the practice (building, lease, equipment, etc) and a doc or multiple docs own each "practice" (the charts essentially)
 3. A single entity has a minimum of a 51% stake in all the practices but may have multiple minority partners

Anything other than the scenarios above is a "buying club" or GPO (group purchasing organization). Benco does not recognize GPOs as a single customer. GPOs are what runned the medical supply business and why they work on single digit margins. If this door is ever opened in dental, its all over for all of us. It may seem like "oh, why not? Let's get a bunch of cotton rolls", but picture a day when every single customer of yours is in some kind of buying club and all margins are now 12% over cost and its a race to the bottom. It desn't catch on here, because so far,

(2/23/2013 12:13 PM)

- Patrick Ryan: all of the major dental companies have said, "NO", and that's the stance we will continue to take. If this doesn't make sense to anyone, call me and I will explain in detail
(2/23/2013 12:14 PM)



Sean Rokita: @[Sales]: I am currently working with a Dr. who has Cerac, EagleSoft, Schick and the XG3. Patterson came back to him and basically "offered" more competitive pricing and support with Patterson Stuff mentioned above! Any suggestions on how to combat this? Thanks and Go FLYERS

2/22/2013 4:00 PM | [Like](#) | [Comment](#) | [Follow-up](#) | [View](#)

- Gari Calvert: yeah - why didn't they offer that in the first place? I've always brought that to a cusotmers' attention when in a competitive situation and I always say "if they are willing to give you that now, why were they not giving it to you before?" I've lost a few on this conversation but won MANY. Not much more they can do with CEREC/Eaglesoft/Schick/XG3 anyway. They are probably on the monthly service contract with all of them and there is nothing that they can do more than that. Hope that helps!
(2/22/2013 6:39 PM)

- o Stephanie Starer likes this.

- Donald Ellerton: Very sage advice Gari

(2/23/2013 3:56 AM)



Matt Hogan: @[Sales]: I just called the manufacturer, Sota, to request a demo on the ebite illumination system (similar to Isolite). Sota said they no longer sell that product and directed me to some website of a company from overseas who now sells it?? What is that about? This is stuff we need to know before i tell a customer we have an option and then embarass myself when we dont. Who can get me some info on whats going on here? Thanks mjh

2/21/2013 8:54 PM | [Like](#) | [Comment](#) | [Follow-up](#) | [View](#)

- Stephanie Starer likes this.
- Jason Sturm: Funny. It's still on their website, though. It is true, the website is always the last to know.

(2/22/2013 3:49 AM)

- Derek Dreyer: Matt they actually gave me a name and number to a rep who I called and text and left voice mails over and over.....finally gave up. Never heard back.

(2/22/2013 9:05 PM)

- Analiz Aquino: Matt when you get an answer let me know because I also wanted an Ebite demo. Thx

(2/23/2013 3:22 AM)

- Matt Hogan: Here is the reply from marketing- I am at the Chicago Dental Show. I saw your post on SharePoint, so I stopped by the Sota booth to ask them about Ebite. As of Jan 1, they stopped distributing the product. Now that company who does, only sells direct...

(2/23/2013 12:51 PM)

- Stephanie Starer likes this.
- Shawn Angell: matt, just get the mr thirsty with zirc thats the closest we have for isolite and they actually have a intro kit its the old airbug

(2/24/2013 1:31 AM)



Service Community



Mark Reed: @[Service Community]: Does anyone have an alignment kit for a Planmeca Proline EC with ceph, that i can borrow?

2/6/2013 6:18 PM | [Like](#) | [Comment](#) | [Follow-up](#) | [View](#)

- Aaron Taddei: Yes, where do you want it shipped?

(2/7/2013 4:11 PM)

- Mark Reed: 550 Elwood park blvd. Harahan,La 70123. Thanks bud
(2/12/2013 1:15 PM)
- Aaron Taddei: Cool, I'll have it out in the next couple of days...
(2/13/2013 4:44 PM)
- Aaron Taddei: It's on it's way...
(2/23/2013 10:10 PM)

CX1156

From: Patrick Ryan
Sent: Tuesday, August 27, 2013 7:23 PM
To: He Zhao
Subject: Re: Riverside...

Exactly the same. But on the medical side they are common and recognized.

Sent from my iPhone

On Aug 27, 2013, at 3:21 PM, "He Zhao" <hzhao@benco.com> wrote:

Understood. Sounds similar to buying groups.

Thanks and enjoy the week

Zhao
Regional Manager
Benco Dental
Mobile: 443-691-9751
Email: hzhao@benco.com

From: Patrick Ryan
Sent: Tuesday, August 27, 2013 3:20 PM
To: He Zhao
Subject: Re: Riverside...

Group Purchasing Organizations.

They aggregate the purchase volume of unrelated entities in order to leverage price. We do not recognize them. GPOs are why medical works at the margins they do.

My suspicion is, that if Schein's prices are that high, then there is a kickback back to Premier, which we are not going to do. There also probably is a membership "fee".

Also, it obligates us to all their terms and conditions and obligates us to that and pricing to EVERY entity that is in their system.

No thanks.

Sent from my iPhone

On Aug 27, 2013, at 3:03 PM, "He Zhao" <hzhao@benco.com> wrote:

Pat
What are GPOs?

Brandon's wife works there and got them to switch from Schein to us, but if we can't sell to them, I will ask her to hold off.

Thanks

Zhao
Regional Manager
Benco Dental
Mobile: 443-691-9751
Email: hzhao@benco.com

From: Patrick Ryan
Sent: Tuesday, August 27, 2013 2:59 PM
To: Brandon Pargoe
Cc: Amanda Pelak; Brandon Pargoe; Denise Nagle; He Zhao; Patricia Landry
Subject: Re: Riverside...

No GPOs.

Sent from my iPhone

On Aug 27, 2013, at 2:01 PM, "Brandon Pargoe" <bpargoe@benco.com> wrote:

Pat,

This hospital is where my wife works. The ordering has been going through Schein, however, they will start ordering with Benco.

I am meeting with the ordering person tomorrow and have a merchandise order that needs to be placed.

Please let me know if and how we are able to assist the hospital.
Btw, this order is for dental supplies, the hospital has general dentists there a few times a week, when patients need heavy sedation.

Brandon

Sent from my iPhone

On Aug 27, 2013, at 1:05 PM, "Amanda Pelak" <apelak@benco.com> wrote:

Hi Pat,

I was speaking with Brandon the equipment specialist on an account, Riverside Medical. We needed to become an approved vendor on their website before they can order. The link to the site is below and I called Premier Inc. and they said they were the GPO company. In reviewing the website it does appear to be a GPO set up.

BDS-FTC00017054

CX1156-002

I know in previous circumstances we do not do anything with GPO's. However I don't know if this would work differently with equipment sales.

Would you mind taking a quick look at the site to see if you agree?

Any help is appreciated.

Thank you,

Amanda Pelak
Institutions Department
Benco Dental
apelak@benco.com
1-800-462-3626 ext. 82121

From: Greenlaw, Yolanda
[mailto:YOLANDA.GREENLAW@rivhs.com]
Sent: Tuesday, August 27, 2013 12:28 PM
To: Amanda Pelak
Subject: RE: Riverside...

It is www.premierinc.com. If you have any questions, please call supply chain 757-534-6500. That is where I go to find out if a vendor is approved.

From: Amanda Pelak [mailto:apelak@benco.com]
Sent: Tuesday, August 27, 2013 8:14 AM
To: Greenlaw, Yolanda; Brandon Pargoe
Cc: Amanda Pelak
Subject: RE: Riverside...

Do you have a website?

What is Premiere GPO? Benco does not do anything with GPO's.....

BDS-FTC00017055

CX1156-003

Thank you,

Amanda Pelak

Institutions Department

Benco Dental

apelak@benco.com

1-800-462-3626 ext. 82121

From: Greenlaw, Yolanda
[mailto:YOLANDA.GREENLAW@rivhs.com]
Sent: Tuesday, August 27, 2013 7:54 AM
To: Amanda Pelak; Brandon Pargoe
Subject: RE: Riverside...

Hello Amanda,

You need to go to Supply Chain Management.
Contact Kitty Williams. You also have be on
Premiere GPO. You can go through
Premiereinc.com to register. Then contact Kitty.

From: Amanda Pelak [mailto:apelak@benco.com]
Sent: Monday, August 26, 2013 3:36 PM
To: Greenlaw, Yolanda; Brandon Pargoe
Cc: Amanda Pelak
Subject: Riverside...

Hello Yolanda,

I was speaking with Brandon on becoming an
approved vendor. Do you have any information
from the hospital as to how we go about this?

BDS-FTC00017056

Is there a hospital website?

Can you provide me with the exact name and address? I will see what I can find as well.

Thank you,

Amanda Pelak

Institutions Department

Benco Dental

apelak@benco.com

1-800-462-3626 ext. 82121

Congratulations Natural Extensions Ultra! nitrile gloves for being nominated for Dental Product Shopper Product of the Year 2013! Please read Dental Product Shopper's report at www.naturalextensions.com, and ask me for a FREE sample!

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Congratulations Natural Extensions Ultra! nitrile gloves for being nominated for Dental Product Shopper Product of the Year 2013! Please read Dental Product Shopper's report at www.naturalextensions.com, and ask me for a FREE sample!

BDS-FTC00017057

CX1156-005

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BDS-FTC00017058

CX1507

Partially Redacted

From: Chuck Cohen
Sent: Saturday, February 23, 2013 11:41 AM
To: 'Rick Cohen'; Lawrence Cohen (lcohen@benco.com); Sally Cohen; Benjamin Cohen (bcohen@exeter.edu)
Subject: CFC Weekly Report *Confidential
Attachments: CFC Weekly Report 2.18-22.2013 Confidential.doc

cfc

.....
Charles Cohen
Managing Director • Benco Dental Company • 'We deliver success, smile after smile.'
295 Centerpoint Boulevard • Pittston, PA 18640
Phone: 570.602.6811 • Fax: 570.602.4901 • e-mail: ccoehen@benco.com
Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

CFC Weekly Report 2.18-22.2013 *Confidential

Activities:

- Attended Chicago Mid-Winter Meeting: dinner with Dr. Gulon & Steve Williamson of Park Dental; met with Water Street PE firm; met with Henk van Dujnhoven of DHR; lunch with Nakao & GC upper management; met with Carey Lyons re: new line of implants; attended Premier 100th anniversary celebration; attended Benco CMW dinner; met with new COO of Great Expressions Dental; met with 3M team.
- Attended Wilkes University Audit Committee conference call.
- With BLB, completed [REDACTED] 2012 performance appraisal, including action steps she must take in the next 90 days to improve her performance & move out of probationary status.
- Attended Sales/Marketing CBT meeting.
- Met with James Brandt, an Australian who's got a new line of stain resistant uniforms that we'll be selling in the US.
- Interviewed [REDACTED] for JCA Executive Director; hosted breakfast meeting with Jeff [REDACTED] DES & [REDACTED] to discuss Federation capital campaign for new campus; discussed donation of 3rd Avenue property for campus project.
- Completed my annual self-appraisal.

Accomplishments/Challenges:

- Successful meetings with two corporate accounts: the dinner with [REDACTED] went well, and they don't seem to be going anywhere, at least not this year; and the meeting with [REDACTED] which was facilitated by [REDACTED] who used to work for [REDACTED] was an unexpected opportunity to open a dialogue with the new COO that might help bring them aboard with Benco.
- On the CAD-CAM front, the meeting with 3M helped better define our strategy, and set the stage for next week's meeting at Glidewell to further refine our plan. A related note: it seems like Sirona's lower priced machine will hit the market at about \$90,000, which will give us about a [REDACTED] per unit price advantage (assuming that they don't drop the price with specials, etc.).
- Good work by the Sales/Marketing CBT: PCJ & MAM ran an effective meeting, and we've got some interesting projects in the pipeline, including a solution for the 2-day delivery issue in Piedmont/Gateway.
- I'm not sure if Heather's overall poor performance is due to a poor job fit or the way that Brad has been managing her; we're going to figure out the answer to that question in the next few months: she's got a clear set of goals & objectives now, and (I hope) knows what she needs to do to turn things around.
- The interview with [REDACTED] for JCA executive director went exceedingly well, and the JCA board voted this week to offer him the job, pending reference checks, testing, and other things. The fact that he's a [REDACTED] didn't stand in the way of the job offer (good news), but we're going to get some flak from some members of the community. It's a risky move.

My Projects:

- Operation Choice (A-dec divorce, short/long-term equipment strategy): Begin work on ensuring that we have an equipment offering that's different than Schein's; re-energize Benco's core equipment offering; meet with [REDACTED] re partnership.
- BoD Reengineering: Completed five of the eight finalist visits.
- Marketing Department Reorganization: Need to discuss with GAR & RSC, and decide a process.
- Foundation Analysis (rebrand community service/action activities & establish process for charitable donations): Continued conversations with RSC & FHB with goal to resolve in the next month or two.
- The Lucy Hobbs Project: Planning underway for April event; 444 signed up at the LHP homepage & 22 signed up for event in April.
- Design Reengineering: Gave HKS clear direction to put a plan together to get us into the business of selling carpets & other finishes.
- Success Scorecards: Continue to tweak the Equipment Monitor; watch usage of each tool; [REDACTED].
- Success Partners: Focus JLR on TGNA restructure & CWA practice transition plan; begin to work on a [REDACTED]
- Federation RE: Final report completed, on the agenda for [REDACTED] board in February.

On the Radar/Key Challenges:

- Complete 2012 AC update.
- Complete 2012 Annual Report.
- Complete annual performance appraisals for NM, SJB, PCJ, GAR, JLR.
- Discuss CRET acquisition by DTA; lead CRET through the opening of center #2 @ UMKC, the hiring of a small staff, and the addition of key members.
- Execute partnership with [REDACTED] Products & BCJ for design re-engineering.
- Focus on better managing incoming e-mail & tasks.

CX2106

From: Foley, Randy
Sent: Wednesday, March 05, 2014 3:04 PM
To: 'Thompson, Chad'
Subject: RE:

Thanks. The good thing here is that PDCO, Benco and us are on the same page regarding these buying groups/consortiums. Checking to see if we should join the TDA boycott.

Randy Foley

Director of Sales-Special Markets

Henry Schein, Inc

248-582-1529 (main)

248-990-5653 (mobile)

randy.foley@henryschein.com <<mailto:randy.foley@henryschein.com>>

From: Thompson, Chad [<mailto:cthompson@heartland.com>]
Sent: Wednesday, March 05, 2014 1:45 PM
To: Foley, Randy
Subject: RE:

Interesting, we heard Patterson was boycotting their TDA annual meeting because of this so I thought Schein must have worked with them on it.

Chad Thompson

Vice President of Administration

Corporate Compliance Officer

office 217-540-5100 fax 877-452-0703

email cthompson@heartland.com

www.HeartlandDentalCare.com <<http://www.heartlanddentalcare.com/>>

From: Foley, Randy [<mailto:KeithRandy.Foley@henryschein.com>]
Sent: Wednesday, March 05, 2014 12:26 PM
To: Thompson, Chad
Subject: RE:

Here's the scoop from our branch manager, Randall:

Hi,

Here is Randall's response:

No, they had reached out in the past but we never did anything with them. They have subsequently developed a relationship with other entities and are selling supplies under the "TDA PERKS" banner. While they don't have many of the major players they have an extensive # of products our clients can purchase.

Randy Foley

Director of Sales-Special Markets

Henry Schein, Inc

248-582-1529 (main)

248-990-5653 (mobile)

randy.foley@henryschein.com <<mailto:randy.foley@henryschein.com>>

From: Thompson, Chad [<mailto:cthompson@heartland.com>]
Sent: Wednesday, March 05, 2014 9:30 AM
To: Foley, Randy
Subject:

Hey Randy

Have you heard about the Texas Dental Association offering supplies to members at discount prices? Are they working through Schein on this?

Just wondering,

Chad

Chad Thompson

Vice President of Administration

Corporate Compliance Officer

office 217-540-5100 fax 877-452-0703

email cthompson@heartland.com

www.HeartlandDentalCare.com <<http://www.heartlanddentalcare.com/>>

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<http://heartland.com/sites/all/themes/heartland/images/external-files/HeartlandDentalLogo.png>

CX2113

From: Sullivan, Tim
Sent: Wednesday, September 15, 2010 9:15 PM
To: Breslawski, Jim; Muller, Hal
Cc: McHugh, Lynne; Peterson, Chris
Subject: Smile Source

JB,

Hal and I met this morning. He didn't even thank me for the coffee!! :)

I think we agreed on the following, Hal please confirm:

- neither of us support concept of buying groups. Whereas it may benefit SM to some extent, the risk to overall HSI (due to having 40% share in market) for margin erosion, image, as well as other competitors then following suit and huge price war breaks out.
- neither of us want to lose SS as an account. They are \$1 million and growing.
- Hal is still gathering details and having discussions with SS corp about how to manage expectations and risks to our core business. This is risky as they want to push forward, but we need time with them to create a win-win plan going forward.
- I will send a message to Scott S letting him know that we are still working with SS on a mutually beneficial plan. Ask that he continue to hang tight while this is being resolved.
- I am inclined to "allow" this account to join (not that its up to me/us) and see what happens. Afterall, Scott and HSD (per Hal) only get about 30% of this accounts business today. So, if theory works we would get 100% at lower margins, but all parties win in overall GP \$'s.

Thoughts?

Tim

ATTORNEYS' EYES ONLY
CONFIDENTIAL TREATMENT REQUESTED
CONFIDENTIAL - FTC Docket No. 9379

HS-00493658
Henry Schein-000740470

CX2113-001

CX2351

From: Meadows, Jake
Sent: Tuesday, September 10, 2013 3:07 PM
To: Ross, Dan
Subject: RE: smile source and arrestin

Very Familiar with them, its GPO group purchasing organization. The goal a GPO is unionize buyers and get better pricing, Darby went lower than we willing to. Continue the battle locally

Jake Meadows | Northwest Zone General Manager | Henry Schein Dental
10920 West Lincoln Ave West Allis, WI 53227 | 414.290.2591

P Please consider the environment before printing this e-mail

From: Ross, Dan
Sent: Tuesday, September 10, 2013 3:04 PM
To: Meadows, Jake
Subject: RE: smile source and arrestin

I did share this with Dave. They are all regular accounts, not special markets. I have 3 that I know of but probably have at least a couple more in Moscow/Lewiston.

I don't understand why some of the better offices in Spokane are going to Smile source. From what I know of Smile Source, it doesn't make sense to pay 1% of your GP to get a deal on supplies and other areas of your business. I have tried talking to girls in 2 of these offices but they really don't know much or wont share.

Thanks,

Dan

From: Meadows, Jake
Sent: Tuesday, September 10, 2013 12:53 PM

To: Ross, Dan
Subject: RE: smile source and arrestin

Did you communicate this to Dave Jacklin as well? Dan as I've said before your time is best spent with regular GPS not special markets accounts. How many Smile source accounts do you call on?

Jake Meadows | Northwest Zone General Manager | Henry Schein Dental
10920 West Lincoln Ave West Allis, WI 53227 | 414.290.2591

P Please consider the environment before printing this e-mail

From: Ross, Dan
Sent: Tuesday, September 10, 2013 9:25 AM
To: Meadows, Jake
Subject: smile source and arrestin

Jake,

I hope you are having a good day. Curious if you know that smile source has a special markets account with Arrestin. Basically, Burkhartt clients are getting a 15% discount from us then they can get up to a 35% rebate at the end of the year. Below is the August Smile Source Newsletter.

I heard Spokane is the #1 growth area for Smile Source. I think it is mostly their current clients from what I see.

Thanks,

Dan

Smile Source Monthly Newsletter

August 2013 Edition

Hit the brakes. Put down your phone. It's time to slow down while driving through school zones. School is back in session. As our children get ready to begin a new school year, we at Smile Source are anything but slowing down. We recently crossed over the hundred mark. Simply put, we now have over 100 Smile Source affiliated locations. As a matter of fact, Smile Source is now the fastest growing Dental alliance in the United States. Honestly, in my opinion, we are just getting started as the momentum continues to increase. As an example of that, please help me welcome the following members who have joined in the last 45 days:

Stacey Harris

Joseph Narde

Richard Abrams - New location

Jawanna Wilkins Click here to see her Practice Welcome Video <[http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vHDzO0nSZB-C_OmtjAG4Z8gsYLbwRTPaL8z4O0p1Bkejx2CHR1VB5gkvcseKZPwia7_tZxSMqFWtloQ7f4RRnOWcNMu6WOzbGhXzDcBWYTPe2ixJWt8AMMsMHFJNaaLaOEud-FpocAuA==](http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vHDzO0nSZB-C_OmtjAG4Z8gsYLbwRTPaL8z4O0p1Bkejx2CHR1VB5gkvcseKZPwia7_tZxSMqFWtloQ7f4RRnOWcNMu6WOzbGhXzDcBWYTPe2ixJWt8AMMsMHFJNaaLaOEud-FpocAuA==>)>

Graham Locke

Jordan Brunson Click here to see his Practice Welcome Video <[http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vH5s3beHp9yW54O3B8RC1aOMeUi4jDi5ZU1NNkIgc2U4UYeuKI3OmUdOMOmrfwjl3L0Gjs1WmBzbUn9KV3GuPxSaREVxN4t1pvbCj-_9hz_cVGnXEJfAswklJCdLntP6nrTy8KNU0zTw==](http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vH5s3beHp9yW54O3B8RC1aOMeUi4jDi5ZU1NNkIgc2U4UYeuKI3OmUdOMOmrfwjl3L0Gjs1WmBzbUn9KV3GuPxSaREVxN4t1pvbCj-_9hz_cVGnXEJfAswklJCdLntP6nrTy8KNU0zTw==>)>

Anne Lyon

Sonya Gill

Joseph Otterpohl

Jack Fletcher

Douglas Holliday

Michael Bell

Eric Jackson

Berneer Dunson

Frederic Slete

Trent Jones

Gannon Stahl

Furthermore, We have added a new member to our Smile Source team. Tom Allmon is our new district manager for the Pacific Northwest. Tom brings many years of dental experience to the field with him. Tom has extensive knowledge and dental implants and restorative dentistry. He is also passionate about preserving independent practice dentistry. When you meet Tom, you will be struck with his Integrity, his energy and his love for Smile Source.

Also new this month are some new partners that will help you and your practice to thrive. In the same way that the warriors of antiquity banded together and acted as one unit, we also must band together, act as one unit, and support our vendor partners. The following is a list and contact information of all of our new vendor partners. Please help me in supporting these partnerships. The success of our partnerships will help us gain new partnerships that will not only help us to survive but thrive in a changing marketplace.

Arestin- Our new partnership with Arestin is a rich deal. You will continue to order Arestin as you normally would either through Henry Schein or through your Arestin rep.

Are Smile Source discount is 15%. For some of you that may be less than the discount you already receive now. But wait- there's more... The total volume that we purchase as a group will further determine our rebate that we receive as an organization. The rebates that we receive will be an additional 35% of total purchases. Effectively after rebates we will be paying almost 50% less on Arestin. All rebates will be paid to members based on their personal usage on an annual basis. So, order Arestin, serve your patients, and watch your practice grow. An Arestin representative will be reaching out to you soon so please take the call so you can hear about all they have to offer.

Biolase- smile Source members have an opportunity to purchase the new iLase at a \$21,500 savings!! This remarkable laser has the ability to cut hard tissue, soft tissue and much more. This includes 2 training sessions, warranty and service plus a rebate of \$2,000 for the first 20 and then a rebate of \$5,000 after 20. Also included is the Epic Diode laser for a savings of \$200 and a buy 5 get 2 Free special on laser whitening gel. Biolase is going to be sponsoring all the member meetings in the coming months and they are eager to be a valuable partner to us. They have even committed to being a diamond sponsor at the Exchange in Boston. A local representative will be reaching out to you but if you need a local contact, please reach out to your administrator.

Ultradent- All Ultradent products are available to Smile Source members. Our program is purely rebate based and will only run till December 31st.

Potentially we can obtain an additional 10% back in rebates. Ultradent has all of your names, so order as you normally would and we will send the rebates to you when we receive them. Ultradent offers clinicians a variety of ways to earn CEs, including destination seminars, regional courses and online webinars. Available course topics include dental photography, bleaching, endodontics, tissue management and much more.

Click here

<http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vHclOzqmI2JN7grQLz70x5e3BYd5zjdIcA4c0KczfBJld0GrM9zHGI4actLTMwofD3OzdxLF-kY1H2TeYv8kysSUUQjYCTW8s0dv585cwJoluvRQ212Hu0Wf0_EJXmdK6cPsCvIODAQnb4RRdJXuOJo5OWvCQDsDfQRYCvUxsCTJTMPdEdP1FgT5-5-YDHkvgwht1_cc7Kh0gnEkKQ6z5BVEFOIHCYaFn0l=> to access a variety of free online CE courses.

Click here for Smile Source Exclusive Whitening Bundles <http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vF5cLbOYcHLInMQWrrKy72N0yXVMiHkL4VkkD8c3yQ8YuuunwPb27ADksgT1MIHQ_xBp0iGhus8ucksR8OYM4j0JEVdgKm4Pc-3s0kV1xOnlaTaa62Arv-tkGs3t8T_9WkzLacmiuWmv9kFB0B2MzQA3z3pnhQW04Ru8DNtRHkNwH7K9PdTyU07CXfp2Rj9GlpBJ_6-xqvMAw==>

NatLabs-\$50 crown special to new customers! Yes, you read that right, \$50 PFZ crowns and \$55 eMax crowns to new customers till December 31st. This opportunity alone will cover your Smile Source royalty payment, so, you would be remiss if you did not take advantage of this opportunity.

www.natlabs.com

<http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vFqVuIR0_1_mL86w4clhOEmx2AMnsJjPOy9oYOt0NeEAG3moJjgqA3UOYiWzzRVF08GiFATe4ET9eN5q9jdmUyf60XdKfDnOUynQ9dsrXaGRQ==>

Viva Cards- An Awesome way to promote your practice. We have preferred pricing and an additional 10% discount. Talk to your local administrator they have created some awesome new programs co-op opportunities with our partners such as Phillips and Biolase. These cards can increase the new patient flow into your office And especially if combined with a cross referral system utilizing the Signature Eye and Dental Care program that we have set up with Vision Source. Contact: Keith Rodbell -President Viva-Concepts Direct office. 818.839.7803

null

Trevor Maurer VP Business Development.

View from the Offices!

Smile Source has emerged as the 8th Largest Dental Group in the country.
Like minded Independent Dentists working together will soon be the largest

Force in the Industry, we are growing faster than any other group!!!

null

null

We are becoming more powerful every day because we are growing as a group. As we continue to grow with the right type of practices, we get better discounts, CE, Marketing, and Staff Training. We need to continue to grow faster than our corporate competitors to remain beneficial to our Members. Growth must be with the right kind of practices though, with great Independent practices that meet our two criteria.

1. You would refer to them (great Dentist)
2. They're collaborative (Share and Learn, and good to be around!)

Speaking of Collaborative, that's a HUGE piece of the puzzle here.

Local Member Meetings drive the performance of each of our practices to new heights. You can see the minutes of this month's Nashville, Denver, Atlanta, and Seattle meetings on the

Smile Source Portal here

<[http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vE3veGWtJOBSTIxJ0-yNjDgQazGx4B1SbxPm8LJNFS8Be6jpn3E7xsxu0mJmYvnGQwsnhFG5cbSh0sAcFkYcEyjyPYT4wbeG2Fe0XigNdg4eeRNlw3XmBuVYDq9rZBtQZvsbq7XIUzg==](http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vE3veGWtJOBSTIxJ0-yNjDgQazGx4B1SbxPm8LJNFS8Be6jpn3E7xsxu0mJmYvnGQwsnhFG5cbSh0sAcFkYcEyjyPYT4wbeG2Fe0XigNdg4eeRNlw3XmBuVYDq9rZBtQZvsbq7XIUzg==>)> .

On an exciting Marketing note, have you seen our Smile Source TV Commercial

<http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vEJplaRvMEKDIQnkJ-skuKrfmMgjBy_M_dpqEa-0mC7tjoWX_Gl76OleSzN1UmWP7rqhp09jtAO8RbA63vx_k3sPC9WGGEmdPAqJh20i1vAsasyTtZwbi8O> ? Call me to find out how to get it in your market.

In additional exciting Marketing news, there are two great new resources for your practice Marketing. Custom Smile Source Marketing at Fedex click here <http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vFLO4pi-c96BaFdPZRY1uQ446A_KReZ RgNp0W8-r12dljxblcdR5ssN29BGg0hPyKF1IWyeR88qsVUx-SY5adDCI9mETubi5EUVab9E2PGrCLIRT8mznAcoP0IXuqgc0fc=>> to see many of the valuable tools at your fingertips. If you're in the market for a leads list, Click on Leads Please, our recommendation for the best lists and best pricing around.

<http://r20.rs6.net/tn.jsp?e=001T6amo0P2-vH_IDnQtuKHkBqWSwisMk81I7wbwPibmMMVUpLNGHdiTzxcfv3Gt6SfzvrnoJ1mbFLd9KK1NlyW9OVoj5DVVNJhQ2aKK4h9Ca2-slzqtqbo35JimUHZNpbYc>

As Andy mentioned earlier, we have some great new practices in our Alliance now, please take a moment to welcome them. The best place to do that is on our new Enterprise Social Network called Yammer! Below are some great insights from Yammer this past month. Please try to be active on it; there is some great sharing on it. Call us if you need help getting started!

null

null

null

null

null

Thank You!

Dan Ross

Field Sales Consultant – Spokane and North Idaho

HS 80th

<<http://www.henryschein.com/us-en/dental/Default.aspx?did=dental>>

Dan.Ross@HenrySchein.com <<mailto:Josh.Swearingen@HenrySchein.com>>

509.710.9786 Cell

888.272.9402 Fax

wdt_logo <<http://www.henryschein.com/us-en/sites/wedothat/index.html>>

Coding | Recare | Social Media | Team Harmony | OSHA | Periodontal Mgmt.

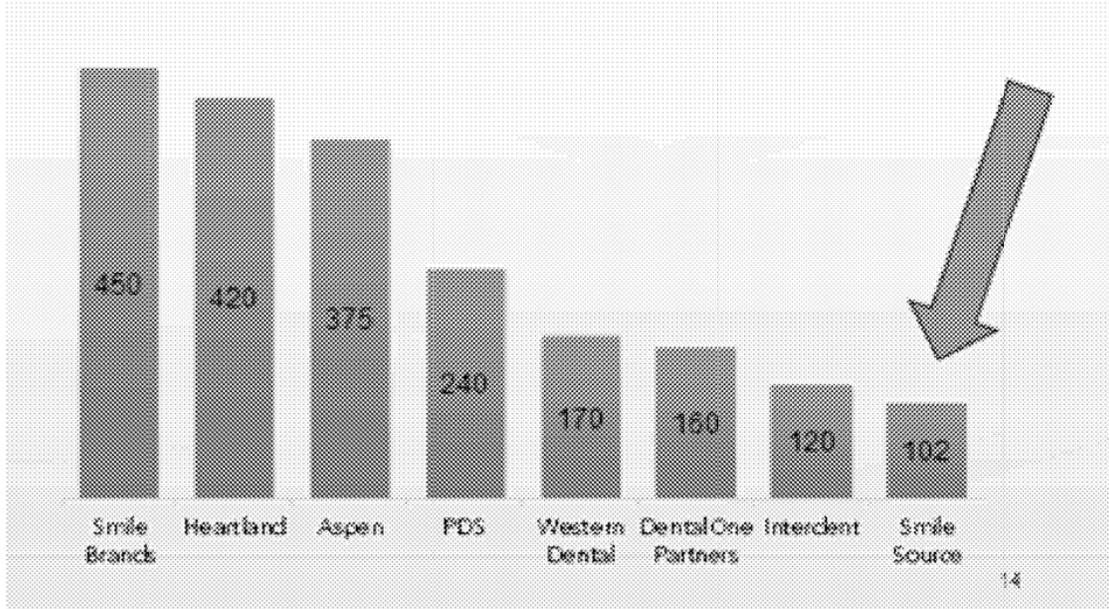
Transition Planning | Total Health | Practice Analysis





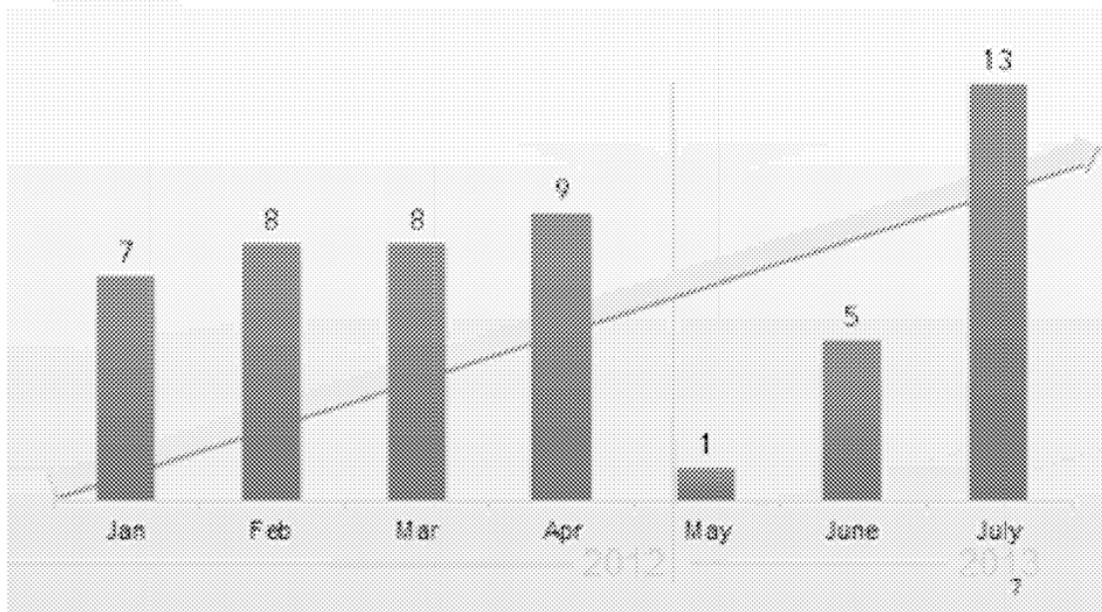
Smile Source

Group locations



Smile Source

51 New Offices this year.

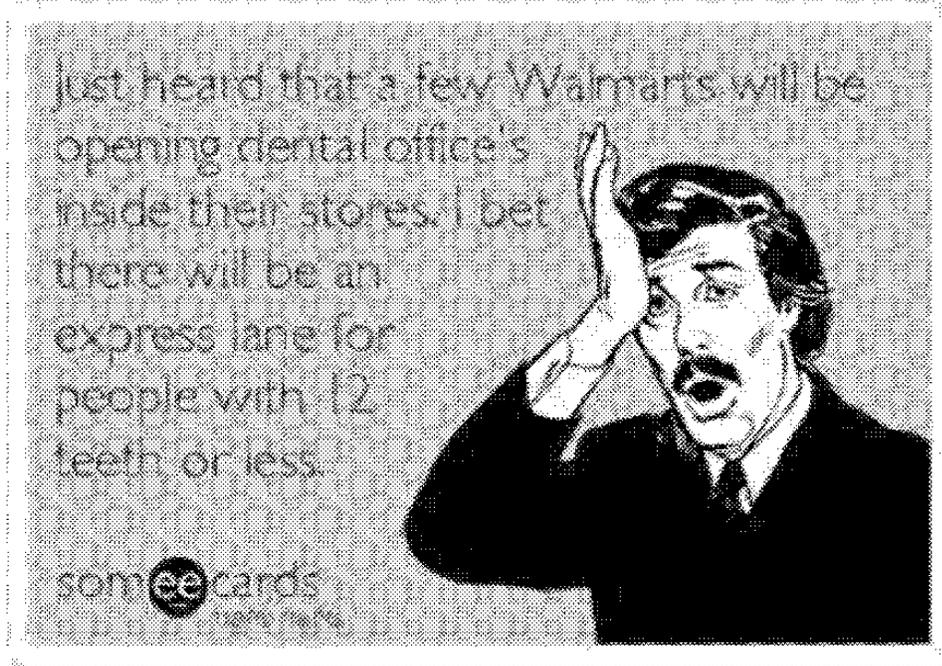




Todd Nickerson

to All Network

Good Saturday morning laugh!!!!



**Andrew Goldsmith**

to All Network

How many people would be interested in a Diode Laser special to drive new patients in the door?

Similar to the offer you have heard about for Sonicare this would be for laser whitening. Here are the highlights:

- The patient's perceived value is about \$500
- Cost to you - \$40 per procedure
- Procedure is 30 minutes.
- Cost of Epic diode laser with \$200 off \$6,295 - Can be used for much more too...
- Procedure kits treat 5 patients each – the offer is buy 5 kits get 2 free – So, it's good for 35 patients at about \$40 per patient
- They may COOP too so if you could let me know how many units we could move and how we would market these procedures, we could get some firm details on marketing COOP \$\$.
- How many of you would be interested in this?



Scott White



to All Network

Just wanted to share this w/ you all for cost savings - We were getting charged around \$20 from Performance lab for shipping when we used their labels to ship cases to the lab. We've started sending cases to Performance through our FedEx account (2 day shipping) using the Smile Source discount and it only costs \$9 one way. Performance pays for return shipping, so we don't see any shipping charges on invoice now. Also, we ship multiple cases at a time, so we've brought shipping down even more (~\$4.50/case). It adds up over time.

I haven't tried Micro Dental or NatLabs, but those of you that do may want to look into this w/ those labs, too.



Janet Kirkpatrick

to All Network

Single Source Marketing Call First Wednesday of Every Month at
2:00PM CST

First call will be September 4, 2013 - Please join us. See details for
call below.



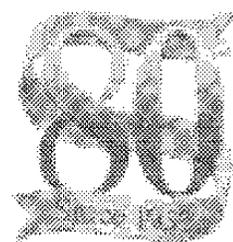
Ford Gatgens

to All Network



I thought I would share this today as I am sitting in a TN ACD meeting with Dr. Baldwin Marchack. On the home page for the AACD, My Social Media has a free downloadable White Paper "Dental Social Media Marketing Success" on the bottom right corner. Jack Hadley from their company had a great presentation last Saturday at our Administrator meeting in Houston. Smile Source made the photo for the final page with the author Jack Hadley! Awesome! Hopefully this amazing social media company will soon be a partnership with Smile Source to offer incredible benefits for our members!

 HENRY SCHEIN®
DENTAL



We do that!™

CX3004

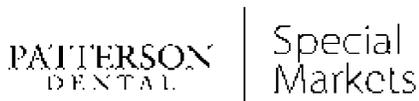
From: Barlage, Amy
Sent: Monday, May 19, 2014 2:38 PM
To: McFadden, Neal; Sammarco, Kristin
Subject: RE: Buying Groups

I agree with Neal, but I think it would be pertinent to keep track of where these groups are and what their volume is. So, if it starts to gain real momentum, we can get into the game before it's super late...

We need to focus on 'real' group accounts today. Once we get on more solid ground here we will have more experience, and capacity to properly assess these purchasing groups.

Thank you.

Amy Barlage
Director of Operations – Special Markets
Patterson Dental Supply, Inc.
651-686-1688

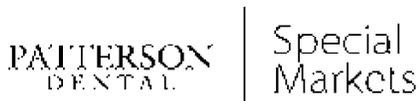


From: McFadden, Neal
Sent: Monday, May 19, 2014 1:49 PM
To: Sammarco, Kristin; Barlage, Amy
Subject: RE: Buying Groups

For now - -I am electing to not participate with these groups - -we have said no to several already - -there really is no advantage to Patterson, branches or reps - - we can discuss in detail later - -thanks for researching this though - -you are right, they are gaining momentum - -that's why I prefaced this with "for now"

thanks

Neal McFadden
President Special Markets
864-346-7209



From: Sammarco, Kristin
Sent: Monday, May 19, 2014 1:44 PM
To: Barlage, Amy
Cc: McFadden, Neal
Subject: Buying Groups

Amy,

In reading about the Don Williams Group from your email, I wondered if this management/consulting group could aggregate their individual offices demonstrating volume then present an RFP for special pricing. The SM categories don't directly address a dental buying group, that I understand, as the definition begins with "a group practice with. . ."

Then today while speaking with Eric Hanson, he mentioned an Orlando Buying Group is being created and would like special pricing from Patterson. Currently there are 10 individual offices that have joined this buying group. There is also a Jacksonville buying group being developed by Dr. Nick Narducci, a former Patterson customer. Eric is going to gather more information on this Orlando Buying Group, i.e. are they current customers with Patterson, which offices, who is leading this charge/organization, etc. We realize that both Henry Schein and Benco will probably participate if they are not already in these buying group opportunities.

As these buying groups develop, do we have a list of minimum requirements that is needed from groups before we can issue special pricing if no formal RFP is sent to us for our response? And if not I would like to add this to my list to develop.

Thanks,

Kristin Sammarco, CDA, MBA
Business Operations Specialist
Patterson Dental – Special Markets
Cell: 407-924-0834
Email: Kristin.sammarco@pattersondental.com

CX3010

From: McFadden, M
Sent: Monday, December 02, 2013 4:32 PM
To: Beckler, Shelley
Cc: Hannon, Jennifer;Rogan, Tim
Subject: Re: Patterson Cross Reference

Thanks. And yes, as of now we are not working with GPO's.

Sent from my iPhone

On Dec 2, 2013, at 5:28 PM, "Shelley Beckler" <Shelley.Beckler@pattersondental.com> wrote:

Jennifer & Tim,

I finally got an answer on this one, which I figured it was a GPO.

To fill Neal in they contacted me with a large amount of products which didn't have Patterson item numbers on and wanted me to add Patterson item numbers on all the products. They didn't say who they really were or why they need them, see below.

In the past we have **not** done business with GPO's just because we don't have the resources or the systems to manage them properly. Let me know how to proceed with this one.

Thanks!

Shelley Beckler CDA, LDA
Account Specialist
Patterson Dental Supply, Inc.,
1031 Mendota Heights Road
St. Paul, MN 55120
(800)328-5536 ext 3235
(651)-905-3235
Fax-(651)-686-0288
shelley.beckler@pattersondental.com

----- Forwarded by Shelley Beckler/PDCO/PDCO on 12/02/2013 04:24 PM -----

From: "Nicholls, Denise" <Denise.Nicholls@ascensionhealth.org>
To: "Shelley.Beckler@pattersondental.com" <Shelley.Beckler@pattersondental.com>,
Cc: "Khan, Taimur" <Taimur.Khan@ascension.org>, "McClay, Michelle" <Michelle.McClay@ascension.org>
Date: 12/02/2013 03:53 PM
Subject:RE: Patterson Cross Reference

Good afternoon Shelley,

I don't have a specific account number to provide, but the intent is that the agreement we put in place would be handled by The Resource Management Group and available to all of our ministries and Participants through incorporating our GPO. The current listing of participants can be found at this website:

<http://www.ascensionhealth.org/communication/vendorparticipants.xls> and is subject to frequent updates.

The cross over reference list should be applicable to all locations.

If you have further questions, please let me know.

Regards,

Denise

Denise A. Nicholls
Manager, Sourcing & Supplier Management
The Resource Group, LLC
Integrating Excellence and Stewardship

An Ascension Subsidiary

Office: 314.733.8552

Customer Care Representatives
314.733.8500

From: Shelley.Beckler@pattersondental.com
[\[mailto:Shelley.Beckler@pattersondental.com\]](mailto:Shelley.Beckler@pattersondental.com)
Sent: Tuesday, November 26, 2013 9:19 AM
To: Nicholls, Denise
Cc: Khan, Taimur
Subject: Re: Patterson Cross Reference

Denise,

Do you have an account number for the accounts that want to order from us? We don't have the resources to do this here at Corporate, with an account number I can forward this to the Branch involved.

Thanks!

Shelley Beckler CDA, LDA
Account Specialist
Patterson Dental Supply, Inc.,
1031 Mendota Heights Road

St. Paul, MN 55120
(800)328-5536 ext 3235
(651)-905-3235
Fax-(651)-686-0288
shelley.beckler@pattersondental.com

From: "Nicholls, Denise" <Denise.Nicholls@ascensionhealth.org>
To: "Shelley.Beckler@pattersondental.com" <Shelley.Beckler@pattersondental.com>,
Cc: "Khan, Taimur" <Taimur.Khan@ascension.org>
Date: 11/20/2013 12:02 PM
Subject: Patterson Cross Reference

Good morning Shelley,

I am a new Sourcing Manager in the Resource Management Group of Ascension Health. One of my latest projects is to put dental consumables on our Resource Group paper.

I was provided your contact information as a supplier that could potentially quote on our dental consumables and would be willing to work with our terms and conditions.

I am in the beginning stages of gathering data and also waiting on Decision team input to provide direction on where we wish to go from here.

In the meantime, if you could provide Patterson materials that cross to dental materials on the spreadsheet that Taimur Khan provided, under separate cover, that would be appreciated. We will then use that information later when we prepare to go out for on line bids.

If you have any questions, please feel free to contact me.

Regards,

Denise

Denise A. Nicholls
Manager, Sourcing & Supplier Management
The Resource Group, LLC
Integrating Excellence and Stewardship

An Ascension Subsidiary

Office: 314.733.8552

Customer Care Representatives
314.733.8500

From: Shelley.Beckler@pattersondental.com
[mailto:Shelley.Beckler@pattersondental.com]
Sent: Wednesday, November 20, 2013 10:54 AM
To: Khan, Taimur
Cc: Nicholls, Denise
Subject: Re: Patterson Cross Reference

Taimur,

I'm not familiar with what this is for or why you need these item numbers. I have sent it to our Marketing Department.

Thanks!

Shelley Beckler CDA, LDA
Account Specialist
Patterson Dental Supply, Inc.,
1031 Mendota Heights Road
St. Paul, MN 55120
(800)328-5536 ext 3235
(651)-905-3235
Fax-(651)-686-0288
shelley.beckler@pattersondental.com

From: "Khan, Taimur" <Taimur.Khan@ascension.org>
To: "shelley.beckler@pattersondental.com" <shelley.beckler@pattersondental.com>,
Cc: "Nicholls, Denise" <Denise.Nicholls@ascensionhealth.org>
Date: 11/20/2013 09:59 AM
Subject: Patterson Cross Reference

Shelley,

My name is Taimur Khan and I am working with Denise Nicholls to obtain Patterson's cross reference to the attached items. The first tab has brief reminders about the data collection and we hope that the template on the second page is functional for your use. Please let us know if we can help in any way and we'll be sure to oblige.

Regards,

Taimur

Taimur Khan

Senior Business Analyst
The Resource Group, LLC
Integrating Excellence and Stewardship

An Ascension Health Alliance Subsidiary

Office: 314.733.8660

Customer Care Representatives
314.733.8500

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CX3016

From: neal.mcfadden@pattersondental.com
Sent: Wednesday, April 23, 2014 7:56 PM
To: Guggenheim, Paul
Subject: Fwd: ShoreTel voice message from NEW HAMPSHIRE , +16033250535 for mailbox 65102
Attachments: 7WN6AB24I.wav; ATT00001.htm

My reply to Ed. FYI. I agree with you.

Sent from my iPhone

Begin forwarded message:

From: "Neal McFadden" <neal.mcfadden@pattersondental.com>
Date: April 23, 2014 at 12:49:37 PM CDT
To: "Edward Ferrero" <edward.ferrero@pattersondental.com>
Cc: "David Misiak" <david.misiak@pattersondental.com>
Subject: Re: Fw: ShoreTel voice message from NEW HAMPSHIRE , +16033250535 for mailbox 65102

ED -- I have received several calls from GPO's - I cannot find any advantage to PDCO moving in this direction , other than taking the account from Darby - - Its a slippery slope. If you want to call him and dig into some details and ask the hard questions that's fine - -They tout a 20% saving to the dentists on supplies - - like I said - its slippery..... I don't know what the future holds but as of this moment I am sure we should pass on these groups. Thanks

Neal McFadden
President Special Markets
1031 Mendota Heights Road
St. Paul, MN 55120
direct: 651-686-1945
cell: 864-346-7209
fax: 651-686-0288

Edward Ferrero---04/23/2014 12:35:43 PM---Hello Neal, I hope this message finds you well.

From: Edward Ferrero/PDCO/PDCO
To: Neal McFadden/PDCO/PDCO@PDCO,
Date: 04/23/2014 12:35 PM
Subject:Fw: ShoreTel voice message from NEW HAMPSHIRE , +16033250535 for mailbox 65102

Hello Neal,

I hope this message finds you well.

I received this message yesterday from Dr. Baker. How should I handle it?

Thanks

Ed

Edward Ferrero
Boston Branch Manager
Patterson Dental

----- Forwarded by Edward Ferrero/PDCO/PDCO on 04/23/2014 09:53 AM -----

From: "ShoreWare Voice Mail" <voicemail_sender@NT124732>
To: <edward.ferrero@pattersondental.com>,
Date: 04/22/2014 02:54 PM
Subject: ShoreTel voice message from NEW HAMPSHIRE , +16033250535 for mailbox 65102

You have received a voice mail message from NEW HAMPSHIRE , +16033250535 for mailbox 65102.

Message length is 00:00:58. Message size is 455 KB. *(See attached file: 7WN6AB24I.wav)*

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CX3031

From: Frank Capaldo [capaldo@gadental.org]
Sent: Friday, September 11, 2015 12:11 PM
To: Cousins, Peter
Cc: Melana McClatchey;Antinora, Liz;Lisa VanZandt;Fruehauf, Anthony;McFadden, Neal
Subject: Re: RFP

Peter,
I am confused as your immediate prior email indicated you were setting up dates to sit down and talk with us and include your president!

Nothing ventured nothing gained as you may have found there is opportunity in sitting face to face before making a decision.

Although disappointed I will convey your response to the Board and membership.

Regards,

Frank

Sent from my iPhone

On Sep 10, 2015, at 3:10 PM, Cousins, Peter <Peter.Cousins@pattersondental.com> wrote:

Good afternoon everyone,
After careful consideration Patterson Dental has made the decision not to respond to the RFP at this time.
We certainly value our relationship with the GDA and will continue to support you as we have in the past.

Thank you for your understanding,

Pete Cousins
General Manager- GA/Chattanooga
Patterson Dental Company
1775 West Oak Parkway Suite 500
Marietta, GA 30062

<image001.png>

From: Melana McClatchey [<mailto:mcclatchey@gadental.org>]
Sent: Tuesday, September 08, 2015 5:53 PM
To: Frank Capaldo; McFadden, Neal; Antinora, Liz
Cc: Cousins, Peter; Lisa VanZandt
Subject: RE: RFP

Greetings:

Please find attached a Non-Disclosure and Confidentiality Letter Agreement. Once you have had an opportunity to review and sign the Agreement, please countersign and email it back to me. Thank you very much.

Sincerely,
Melana

Melana Kopman McClatchey
Georgia Dental Association
General Counsel
7000 Peachtree Dunwoody Road
Bldg. 17, Suite 200
Atlanta, Georgia 30328
Tel: 404.636.7553
Fax: 404.633-3943
mcclatchey@gadental.org

<image002.png>

Worried about how the Affordable Care Act is going to affect your health insurance plan?

No need to worry! Call GDIS today to learn about our exclusive group health plan offered to GDA members!
Call today! **(404)-636-7553 or (800) 432-4357**

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From: Frank Capaldo
Sent: Tuesday, September 08, 2015 2:55 PM
To: neal.mcfadden@pattersondental.com; liz.antinora@pattersondental.com
Cc: peter.cousins@pattersondental.com; Lisa VanZandt <vanzandt@gadental.org>; Melana McClatchey <mcclatchey@gadental.org>
Subject: FW: RFP

Neal and Liz,

Please see below and attached.

Frank J. Capaldo
Executive Director
Georgia Dental Association
7000 Peachtree Dunwoody Road, NE
Suite 200, Building 17
Atlanta, GA 30328-1655
capaldo@gadental.org
404-636-7553
678-428-0096 (cell)
404-633-3943 (Fax)
www.gadental.org

GDA Vision Statement

“Georgia: A state with optimal oral health.”

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From: Frank Capaldo
Sent: Tuesday, September 08, 2015 11:48 AM
To: 'peter.cousins@pattersondental.com' <peter.cousins@pattersondental.com>
Cc: Melana McClatchey <mcclatchey@gadental.org>; Lisa VanZandt <vanzandt@gadental.org>
Subject: RFP

Pete,

As promised, attached please find the RFP for your consideration and response. Melana will forward the Confidentiality and Non-Disclosure to you later this week. As for the dates for responses and return we will work with you considering the late entry into the process.

In addition, I would very much like you to meet with our COO, Lisa VanZandt, who heads up the project. Meeting face to face and all can exchange questions information and begin a working relationship

Thank you,

Frank

Frank J. Capaldo
Executive Director
Georgia Dental Association
7000 Peachtree Dunwoody Road, NE
Suite 200, Building 17
Atlanta, GA 30328-1655
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CX3045

From: Fruehauf, Anthony
Sent: Wednesday, January 14, 2015 10:56 AM
To: McFadden, Neal
Subject: Re: Livello Group

Does not

Anthony Fruehauf
Southeast Region Manager
Patterson Dental Supply Inc

On Jan 14, 2015, at 11:49 AM, McFadden, Neal <neal.mcfadden@pattersondental.com> wrote:

I get it. If he calls I will ask him for financials - -does he own all these offices - -if not then he is a GPO - - we don't deal with GPO's -- I will let you know -- thanks

Neal McFadden
President Special Markets
864-346-7209

<image001.jpg>

From: Fruehauf, Anthony
Sent: Wednesday, January 14, 2015 9:40 AM
To: McFadden, Neal
Subject: Livello Group

Neal

There is a Dr Narducci in Orlando that you may remember. He has formed a GPO and has been purchasing through HSSM. He came back to us and asked that we bid as he is displeased with Schein service etc. We could not touch the prices. We are going to have him call you guys because he is building more offices and we want to maintain a relationship on the equipment side. I would ask that we do not entertain him as a customer and he be told that he does not fit the description of a Patterson Special Markets customer. This is not a group/corporate entity but a Dr that is building out a GPO and if we back him it could further hurt Ginger. Eric thought if the "no" came from you guys vs the local branch it would not hurt the relationship for equipment and technology. I will be forwarding you his invoices so you have an idea of how they are pricing items out for this group. If you have any concerns here give me a shout

Anthony Fruehauf
Southeast Region Manager
Patterson Dental Supply
O- (919)877-8500
C- (919)523-4335

CX3074

From: Misiak, David
Sent: Tuesday, September 03, 2013 7:23 PM
To: Anderson, Scott;Guggenheim, Paul
Subject: Fw: GPO/Burkhart Relationship

I would not currently classify these as a big threat to the business but the GPO noise has been pretty loud from the field. We have said no at every turn, including to Delta dental. Benco has also crept into few of these.

My guidance has been to politely say no and whether the storm with these.

Incredible to me how Burkhardt bit this apple and that they are broadcasting it. Proves they have no other value to add for customers.

Dave

Dave Misiak
Vice President, Sales
Patterson Dental
Phone 651.686.1652

----- Forwarded by David Misiak/PDCO/PDCO on 09/03/2013 07:11 PM -----

From: Neal McFadden/PDCO/PDCO
To: Bill Neal/PDCO/PDCO@PDCO
Cc: John Soderberg/PDCO/PDCO@PDCO
Date: 09/03/2013 07:00 PM
Subject: Re: GPO/Burkhart Relationship

Thanks Bill - - I cannot believe Burkhart is joining with a GPO like this - -It seems they are cutting off their nose to spite their face?? Offering ancillary services like lower cell phone bills, medical gasses, etc while dropping merchandise prices does not benefit them nor their reps..... We are choosing to forgo this route as its both anti rep, manufacturer and distributor.

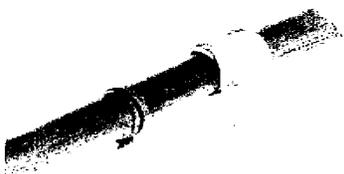
Thanks

Neal McFadden
President Special Markets
105-G Ben Hamby Drive
Greenville, SC 29681
O- 864-676-0333
F- 864-676-0041

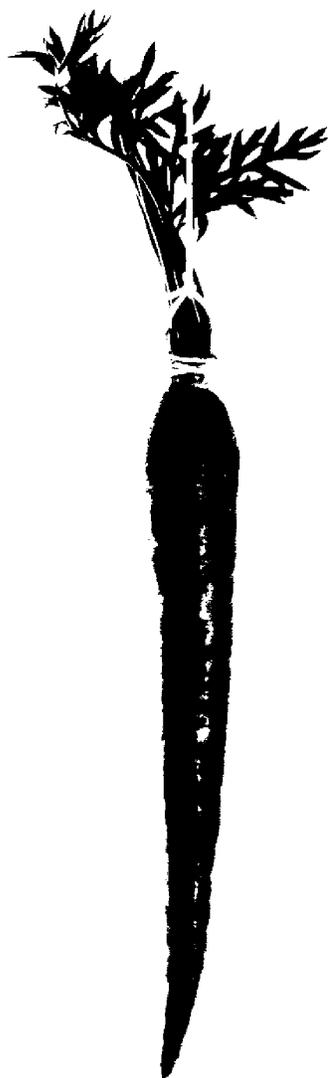
From: Bill Neal/PDCO/PDCO
To: John Soderberg/PDCO/PDCO@PDCO, Neal McFadden/PDCO/PDCO@PDCO,
Date: 09/03/2013 03:46 PM
Subject: GPO/Burkhart Relationship

I was aware that Burkhart had joined Amerinet but this provides some insight into who they are working with & what there strategy seems to be.

www.firstimpressionsmag.com



GPOs Expand Their Reach



Hospitals have used it for decades. Doctors are starting to catch on. And med/surg device and supply manufacturers consider it part of the landscape. It's group purchasing, and, after some false starts, it may be set to make an impact on dentistry.

Seattle, Wash.-based Health Resource Services, an affiliate of the national group purchasing organization (GPO) Amerinet, is among those hoping that's the case.

"We recognized insurance companies are starting to cut back on reimbursement to dentists," says Tamara Gibbons, vice president of operations. "So dentists are looking to save money wherever they can. We have contracts in place that dentists can use and save money with. That's the opportunity."

"We've been received very well [by dentists], as soon as they understand what it is we do," she adds.

What Health Resource Services does – like all GPOs – is aggregate potential purchasing volume, and then pursue favorable agreements with vendors. Membership in HRS's dental program is free to dental practices, just as group purchasing is free to most hospitals and medical practices. The organization is funded by administrative fees, that is, fees paid to the GPO by

contract vendors – manufacturers and distributors – based on sales.

Significant opportunity

"Several GPOs are using their affiliate or sponsor partners to implement marketing strategies for the non-medical/surgical markets, such as research, veterinary and dental," says David Rose, vice president, business development and corporate programs, National Distribution & Contracting Inc., Nashville, Tenn. "It's a strong enough growth initiative, but they're flying low on the radar, building their case."

Success in the dental market has been limited to this point, he continues. "That said, the dental market is a significant opportunity for the GPO that figures out a strategy. It has to be [a combination of] the right manufacturer contracts and attractive programs, and it has to have a win/win administrative fee structure, which doesn't tax distribution without any benefit."

"GPOs look at the dental market as an opportunity," adds Lori Paulson, NDC vice president, dental and specialty markets. "It's an untapped market. They're developing their strategy."

Provider-owned

Health Resource Services is owned by Virginia Mason Medical Center in Seattle,

infection control: Q&A

Dirty Little Secrets

Editor's note: Are your customers asking tough hygiene questions? Here is your chance to ask someone "In the Know." Nancy Andrews, RDH, BS, will take your questions and tell your tales. Pulling from centuries of experience, endless education, lots of research, and occasional consultation with other experts, Nancy invites your emails at Infectioncontrol@mdsi.org. The best question or tale at the end of the year gets \$100.

Questions following the Oklahoma case

Q The Tulsa, Oklahoma case that hit the news about a doctor that may have exposed 7,000 patients to hepatitis and HIV has caused patients to ask questions. Some of my customers have come to me with questions too. Can you clarify some things? I've been asked about soaking instruments in bleach or other chemicals, because the doctor in the news was accused of using rusty instruments caused by soaking them in bleach. Also, the news media suggested that patients be on the lookout for old and rusty instruments and avoid any dentists that are using them. So some customers think they should start soaking instruments, but want to know what to use. Others want to stop soaking instruments all together to avoid ruining them. One office ordered scrub brushes to make sure all instruments are scrubbed before they go in the ultrasonic. I have never told customers to soak instruments; I thought the ultrasonic was enough. And I thought scrubbing instruments was dangerous and not recommended. What is your take on these ideas?

The Tulsa, Oklahoma case is a wake-up call for us all, and I'm glad you are trying to understand it. After years of improving safety in dentistry, it just takes one public case of criminal behavior to re-ignite public fears. That office is accused of practicing dangerously poor infection control, and "rusted" instruments was a main focus of most newscasts. The June issue of *First Impressions* reviewed

the case and provided some guidelines for reps to follow, but your question is perfect – reps need to get into the details when they provide direction to customers. This is a great opportunity to help customers buy the right products, practice the right protocol, and then tell their patients about those important investments they have made in safe dentistry.

The doctor in Oklahoma is accused of treating instruments differently if they were used on patients known to be infectious: this is against Standard Precautions, which are the minimum safety precautions taken on each patient. Standard Precautions are rules based on the fact that all blood and body fluids from patients must be considered infectious because the actual infectivity is unknown. It is NOT correct to treat instruments used on known or suspected infectious patients differently than those used on other patients. The protocol being used by an office must be trusted to sterilize all instruments.

The doctor's practice of soaking instruments in corrosive bleach after use on "infectious" patients damaged the surface of the instruments, causing visible corrosion or "rust." It is difficult or impossible to clean adherent blood and debris from the microscopic depressions in corroded instruments. Sterilizers expose instruments to steam under pressure for a short period of time, designed to sterilize clean, dry, and smooth instruments. In a typical sterilization cycle, the steam may not have time to penetrate rough, corroded, complex surfaces like the rusted instruments, especially if the surfaces contain hidden debris and bioburden.



a fact that may explain its willingness to expand the reach of group purchasing, says Gibbons.

“We’re owned by healthcare providers; so we understand providers’ preferences and needs,” she says. Virginia Mason owns a network of clinics. “So we thought, ‘Why not take group purchasing to the clinics?’” Roughly two years ago, she and others at HRS made the decision to explore the dental market.

Being an affiliate of Amerinet, with a network of national contracts, HRS had a good head start. Amerinet has contracts that can roll over to the dental market, including agreements for sterilization equipment and supplies, needles and syringes, personal protection apparel and devices, paper goods, pharmaceuticals and more, says Gibbons.

HRS is also pursuing dental-specific contracts, such as contracts for instrumentation, implants and dental lab services. The organization has also aggressively pursued contracts with service providers, such as Verizon (wireless services and accessories), Airgas (non-mixed gases and safety supplies and equipment), SHI (computer hardware and software), Office Depot and OfficeMax (office supplies and services), CuraScriptSD (pharmaceuticals), UPS (shipping), The Home Depot and Energizer.

Distribution – an integral part

HRS is marketing its program through partnerships with state and national dental associations, and by exhibiting at various shows, including the California Dental Association, the Hinman, and the Midwinter Meeting of the Chicago Dental Society.

But an integral part of any group purchasing program is distribution. “[GPOs] know they cannot be successful without the cooperation and support of distributors and manufacturers,” says Rose. Manufacturers have to offer competitive pricing on their products and services, and distributors must be in practitioners’ offices selling the program.

HRS members can access manufacturers through Burkhart Dental, with whom it negotiated a distribution contract in September 2012.

The HRS program offers dental practices more than just special deals on dental products, says Jeff Reece, vice president of sales. In fact, the supplies are just one of the many areas that bring savings into a partnership with Burkhart,

he says. “We felt by complementing our offering with the HRS portfolio of benefits, it would bring important value to our clients.”

It takes some time for dentists to grasp the program, says Reece. “We explain that we have a cell phone program that will save your associates money, and they do a double take.” The Burkhart rep through HRS has the opportunity to demonstrate that by offering favorable rates on cell phone services to staffers. In turn, the practice owner can distinguish his or her practice from others, a fact that might help with associate retention, he adds.

Meanwhile, discounts for shipping services, medical gases and office supplies help the practice reduce overhead and increase office efficiency, he continues. “If we are able

“It’s been an education for our account managers and our clients, to understand how programs like HRS can complement a traditional supply dealer relationship.”

– Jeff Reece

to present HRS partnered services that save the practice valuable overhead dollars, it sends a clear message that we care about their business.”

Distributor reps play an important role in the success of the program. “It goes back to understanding the big picture,” says Reece. “Do you want to be first, or do you want to be on the outside looking in? Ultimately, group purchasing is making its way into dentistry. It may not touch everyone. But someone will walk through the door and present an offering. I want to make sure they think of Burkhart/HRS first.”

Even so, getting busy sales reps onboard takes some doing. “It’s been an education for our account managers and our clients, to understand how programs like HRS can complement a traditional supply dealer relationship,” says Reece. “We’re starting to get traction,” with help from Gibbons and HRS Business Development Manager Laura Long, who work with reps at sales meetings.

Independent distributors do face some administrative challenges associated with offering a GPO portfolio, including filing for rebates from contract vendors, points out Rose.

“But NDC is able to assist our distributors with that processing,” says Paulson. “We help out significantly, to make it as seamless as possible and to minimize the cost.” [F]

CX3075

From: McFadden, M
Sent: Wednesday, September 04, 2013 9:18 AM
To: Fruehauf, Roy; Holsborg, Marc; Vlamis, Theodore; Drugotch, Jeffrey; Scruppi, Paul; Wiseman, Travis; Weeks, James; Martinez, Shandra; Crawford, Daniel; Gardner IV, Walton; Fruehauf, Louis; Desportes, Perrin; McGuire, Thomas; Bartley, William; Smith, Matthew; Nease, Devon; Muniz, Robert; Wilson, Michelle; Fehling, Christian; Counts, Anthony; Holladay, Angela; Belcheff, Larry; Bushman, Chad; Reinhardt, Daniel; Long, Jody; Goldman, Michael; Cacciatore, Richard; Fossen, Scott; Abruzzo, Nicholas; Konicek, Dan; O'Donnell, Patrick; Plamann, Rex; Files, Darlene; Goldschmeding, Josh; Ferrero, Edward; Lunaas, Chad; George Aube; Kusnarowis, John; Frank, Glenn; Cormier, Michael; Stewart, James; Figueroa, Ernesto; Hanks, Cory; Long, Trevor; White, Frederick; Neal, William; Parker, Landon; Soderberg, John; Montoya, Melinda; Trotta, Michael; Steffen, Robert; Blake, Andrew; Elrod, Cameron; Redifer, Danial; Crowley, Patrick; Fields, Wesley; Vanantwerp, Thomas; Ferguson, David; Ruder, Richard; Ingersoll Jr, Robert; Wagstaff, Warren; Earnhart, Jason; Gilchrest, Terry; Counce, Chris; Fidler, Jon; Hyden, John; Carpenter, Josh; Guinn, Ben; Edens, Clint; Munlin, Deborah; Schweikher, Matthew; Chronister, Adam; Lawrence, Thomas; Carles, Alain; Brack, Michael; Hanson, Eric; Cousins, Peter; Melton, Marie; Blalock, Joseph; Bradley, John; Nordstrom, Jeffrey; Owens, Jason; 436 - BranchMgr; 438 - BranchMgr; Ryan, James; Sullivan, Sean; Holbrook, Craig; Webb, Mark; Scotti, Stephanie Rogan, Tim; Bettencourt, John; Misiak, David; Killian, Josh; Guggenheim, Paul; Brand, Tammy; Lien, William; Beckler, Shelley; Hilzendager, Brooke; Shafer, Timothy
Cc:
Subject: Special Markets Announcement
Importance: High
BCC : Anderson, Scott

Please see attached an important announcement from the new Patterson Special Markets division.



Special Markets
Definition.doc...

Thanks,

Neal McFadden
President Special Markets
105-G Ben Hamby Drive
Greenville, SC 29681
O- 864-676-0333
F- 864-676-0041

PATTERSON
DENTAL

Special
Markets

Memorandum

Corporate Office
1031 Mendota Heights Road
Saint Paul, Minnesota 55120
Main 651.686.1600
Fax 651.686.0288
pattersoncompanies.com

DATE: SEPTEMBER 4, 2013

TO: REGION MANAGERS, BRANCH MANAGERS

FROM: NEAL MCFADDEN, PRESIDENT, SPECIAL MARKETS; DAVE MISIAK, VICE PRESIDENT, SALES

RE: PATTERSON SPECIAL MARKETS (PSM) DEFINITION

In June we announced the formation of our new Patterson Special Markets (PSM) Division. While we are still in the process of building out the infrastructure, we wanted to give you some guiding principles around our definition of this "special market" and how it will affect current and future business.

Effective immediately, current dental corporations with 15 or more owner operated/affiliated locations and a minimum of \$600,000 in potential merchandise will qualify. Government, institutions and schools could also qualify to work with PSM. These high volume accounts are asking for a single-source contact for all of their needs, including reporting, rebates and formulary updates. It is our goal to accommodate these requests and aggressively grow our business within this space. This definition will not include group purchasing organizations (GPOs).

While all new business will flow directly through PSM, we understand that several branches have current relationships with dental entities inside this definition. It is our desire to keep that business within the branches for the foreseeable future. A deviation from this may occur if the existing customer chooses to work with PSM.

We are aware that some territory representatives have relationships within a few of these current accounts, in which case all current business will continue to flow through the branches as stated. If a current account chooses to do business with PSM for reasons indicated above, merchandise commissions to the assigned territory representative may be reduced. A new commission matrix is being developed to manage this arrangement.

PSM may request the assistance of a local equipment specialist regarding equipment and technology sales. In this case we will pay commission rates based on gross margins via commission adjustment. No commission will be paid to the territory representative on equipment or technology for new Special Markets business.

(Continued on next page)

When a service technician is requested for repairs or installs, PSM will supplement the branch service department at the gold rate per hour on new accounts only (current accounts remain the same for now). The branch must submit an invoice at the proper billing rate to the customer, then email that invoice to PSM through Tammy.Brand@pattersondental.com with the subject line "Special Markets Invoice" to receive the rebate via journal entry. Ultimately, our intention is to automate this process.

We are excited about PSM and look forward to growing and protecting our core business within this space. The development of this new business will ultimately create growth and opportunity for the entire dental organization. Please communicate this definition at your next region and branch meeting. It's important that you lead and set expectations for these successful partnerships as we move into this space.

Communication is paramount so do not hesitate to contact us with any questions.

CX3086

From: Gosselin, Denis
Sent: Wednesday, November 26, 2014 1:10 PM
To: Guggenheim, Paul
Cc: Beaudet, Marc
Subject: RE: "buyers group"

Importance: High

At the end, how much comfortable are we with working with a Sirona KOL (Chagger) while this guy was behind this buying group ? One thing sure, since this buying group been turned down by Patterson, I am sure they are trying to reach an agreement with another distributor.....does Chagger still involve ? Paul, do you plan reaching out to Chagger and see which side he picks ?

Denis

Denis Gosselin, CPA, CA
PATTERSON DENTAL CANADA INC
National Finance &
Operations Director
514.745.4040 (x6376)
514.745.0596 Fax
514.898.3338 cell
denis.gosselin@pattersondental.ca

From: Beaudet, Marc
Sent: Tuesday, November 25, 2014 12:45 PM
To: Guggenheim, Paul; McCallum, Ross; Doroshenko, Gary
Cc: Gosselin, Denis
Subject: RE: "buyers group"

I wouldn't worry too much guys.
Interesting fact: Khois preaches high quality over and over again.
Dentists are no fool and they expect a good level of service; it's just a matter of time
Before they realize who they are dealing with, aka Lars.

Have a great day everyone!

From: Guggenheim, Paul
Sent: Tuesday, November 25, 2014 12:22 PM
To: McCallum, Ross; Doroshenko, Gary
Cc: Beaudet, Marc; Gosselin, Denis
Subject: RE: "buyers group"

Ross, Gary,

We have explored this opportunity for both the U.S. and Canadian business and decided to pass at this time due to the implications to our margins and therefore our Sales Reps.

Paul

Paul A. Guggenheim
President-Patterson Dental Supply

From: McCallum, Ross
Sent: Monday, November 24, 2014 2:26 PM
To: Doroshenko, Gary
Cc: Guggenheim, Paul; Beaudet, Marc
Subject: RE: "buyers group"

Hi Gary

As per our discussion today please be advised that we are very aware of the KOIS group. They approached Marc Beaudet in Toronto and he in turn has spoken to Paul Guggenheim about them. Paul had a conference call with them and he will make the decision for both Canada and the USA on this. As I said to you their presentation numbers are crazy as they are asking us to cut margins to the bone. I have copied Paul so if there is any new information he can reply.

Thanks

Ross

Ross McCallum
National Business Development Director
Patterson Dental Canada
Office 519 657 5065
Cell 519 619 5199
ross.mccallum@pattersondental.ca

From: Doroshenko, Gary
Sent: Thursday, November 20, 2014 11:13 AM
To: McCallum, Ross
Subject: FW: "buyers group"

Hey Ross

Have a look... do you k now anything about this?

Thanks

Gary

From: Linda Lutz [<mailto:mstoothfairy2@gmail.com>]
Sent: Wednesday, November 19, 2014 8:03 PM
To: Barnes, Nigel; Doroshenko, Gary
Subject: "buyers group"

Hi Guys

Jordan Nofle pulled me aside today and spoke to me about a Buyers group being formed by KOIS in Seattle, of which many of my clients go to for training.

The TODS meeting also had the local Drs meeting about the buying power of the corporations coming our way.

He said Larr sales is stepping up to the plate and may be the Canadian distributor. He has joined the group to get all the info, but he will not participate if it compromises his customer service however, price is an issue and he is exploring the options that the buyers group is promising.

He also said Patterson US is stepping up in the states but has not responded in Canada so I mentioned Andre's passing and he understood

What are we doing with this???? He wants to keep me in the loop, that is why he told me about this.

Help!

Linda Lutz
Patterson Dental
250-470-7009

CX3115

From: Foss, Bob
Sent: Thursday, August 12, 2010 10:06 AM
To: Edens, Clint
Subject: Re: Group Purchasing Organization

Different guy, same answer NO. We do not recognize these groups nor do we want to do business with them. Medical doctors screwed up their industry and they should stay out of ours.

Sent from my BlackBerry!

----- Original Message -----

From: Clint Edens
Sent: 08/12/2010 10:02 AM CDT
To: Bob Foss
Subject: Fw: Group Purchasing Organization

Is this the guy you talked to from the TDA?

----- Original Message -----

From: Margaret Salin
Sent: 08/12/2010 09:27 AM CDT
To: Clint Edens
Subject: Group Purchasing Organization

Clint,

I had a call this morning from a Dr. Martin Denbar out of Austin. He is part of a newly formed Group Purchasing Organization out of Austin. They are currently medical physicians but are branching out to Dentists. They are looking for a contact name at the national level to talk to someone in hopes of developing an exclusive agreement/partnership for them to receive a large discounts for bulk purchasing through their organization. Is this something Patterson would want to pursue and whom should they contact?

Margie Salin
Operations Manager
Patterson Dental
405 S Nolen Drive, Suite 100
Southlake, TX 76092
817-305-4210 Direct
817-975-3707 Mobile

CX3116

From: Anderson, Scott
Sent: Wednesday, September 4, 2013 11:17 AM
To: Misiak, David;Guggenheim, Paul
Subject: Re: GPO/Burkhart Relationship

We need to watch this...Jeff Reece's quote shows how weak BuRkhardt is.

----- Original Message -----

From: David Misiak
Sent: 09/03/2013 07:22 PM CDT
To: Scott Anderson; Paul Guggenheim
Subject: Fw: GPO/Burkhart Relationship

I would not currently classify these as a big threat to the business but the GPO noise has been pretty loud from the field. We have said no at every turn, including to Delta dental. Benco has also crept into few of these.

My guidance has been to politely say no and whether the storm with these.

Incredible to me how Burkhardt bit this apple and that they are broadcasting it. Proves they have no other value to add for customers.

Dave

Dave Misiak
Vice President, Sales
Patterson Dental
Phone 651.686.1652

----- Forwarded by David Misiak/PDCO/PDCO on 09/03/2013 07:11 PM -----

From: Neal McFadden/PDCO/PDCO
To: Bill Neal/PDCO/PDCO@PDCO
Cc: John Soderberg/PDCO/PDCO@PDCO
Date: 09/03/2013 07:00 PM
Subject: Re: GPO/Burkhart Relationship

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Thanks

Neal McFadden
President Special Markets
105-G Ben Hamby Drive
Greenville, SC 29681
O- 864-676-0333
F- 864-676-0041

From: Bill Neal/PDCO/PDCO
To: John Soderberg/PDCO/PDCO@PDCO, Neal McFadden/PDCO/PDCO@PDCO,
Date: 09/03/2013 03:46 PM
Subject: GPO/Burkhart Relationship

I was aware that Burkhart had joined Amerinet but this provides some insight into who they are working with & what there strategy seems to be.

Bill

----- Forwarded by Bill Neal/PDCO/PDCO on 09/03/2013 01:31 PM -----

From: 458.Branch@pattersondental.com <458.Branch@pattersondental.com>
To: Bill.Neal@pattersondental.com,
Date: 09/03/2013 01:30 PM
Subject: Scanned image from MX-4111N
Sent by: <458.Branch@pattersondental.com>

Reply to: 458.Branch@pattersondental.com <458.Branch@pattersondental.com>

Device Name: Not Set
Device Model: MX-4111N
Location: Not Set

File Format: PDF (Low)
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<http://www.adobe.com/>

[attachment "458.Branch@pattersondental.com 20130903_132921.pdf" deleted by Scott Anderson/PDCO/PDCO]

CX3128

From: Stewart, James
Sent: Thursday, October 23, 2014 3:22 PM
To: McFadden, Neal
Cc: Barlage, Amy; Misiak, Dave
Subject: RE: Kois Buying Group?

Neal,

Received a call from another TR today who asked the same question, is Patterson participating in a group buy program through Kois. Evidently, this customer stated that Kois asked all 600 members what they spend annually in supplies, for them to pull the number to go to all the national distributors to bid it on. The dealers that were mentioned that are going to be asked to bid on this is Patterson, Schein, Burkart and Benco. You may be seeing this shortly.

Thanks,

Jim Stewart
Branch Manager
Rochester, New York
Patterson Dental Supply, Inc.
P: (585) 924-0550 | F: (585) 924-4322
www.pattersondental.com

From: McFadden, Neal
Sent: Thursday, October 23, 2014 9:57 AM
To: Stewart, James
Cc: Barlage, Amy; Misiak, Dave
Subject: RE: Kois Buying Group?

Jim,

As a rule we are trying our best to steer clear of all buying groups. As far as a "Kois group thru Patterson" - that's news to me. Special Markets has had no communication with Dr. John Kois and his team. I believe they are in Seattle and may have a deal with Burkhart (who supports GPO's, namely Smile Source). So, that's all I have for now. I wish I could say this was rare but it seems weekly I hear of a group forming. I hope this helps.

It might be good to ask Bill Neal since they are in his backyard.

thanks

Neal McFadden
President Special Markets
864-346-7209

PATTERSON
DENTAL | Special
Markets

From: Stewart, James
Sent: Thursday, October 23, 2014 8:39 AM

To: McFadden, Neal
Subject: Kois Buying Group?

Neal,

Hope things are well as I'm sure business is just taking off. I wanted to reach out to you about a comment one of our customers made referencing a new buying group with Kois. They just recently told us that they are trimming back on their orders with Patterson as they are waiting to hear about a new pricing structure through there affiliate with the Kois Group, from Patterson. They're a good gold customer, so any insight would be greatly appreciated.

<http://koiscenter.com/Default.aspx>

Thanks again,
Jim

Jim Stewart
Branch Manager
Rochester, New York
Patterson Dental Supply, Inc.
P: (585) 924-0550 | F: (585) 924-4322
www.pattersondental.com

CX3168

From: Rogan, Tim
Sent: Wednesday, November 20, 2013 10:35 PM
To: Hannon, Jennifer
Subject: Re: Patterson Cross Reference

We don't sell to buying groups. Let's talk live.

Sent from my iPhone

On Nov 20, 2013, at 6:57 PM, "Jennifer Hannon" <jennifer.hannon@pattersoncompanies.com> wrote:

FYI-I had responded to Shelley's original email with the fact I would reach out to this contact. As you can see, she reached out first. As I am unfamiliar with buying groups, I am not sure if this type of request is legit. Thoughts?

Jennifer Hannon
Manager, Marketing Communications

Patterson Dental, Inc.
1031 Mendota Heights Road
Saint Paul, MN 55120

www.pattersondental.com
P: 651.686.1970 | F: 651.686.1928
jennifer.hannon@pattersondental.com

"Healthcare's most trusted partner for services, supplies, equipment & technology."
----- Forwarded by Jennifer Hannon/PDCO/PDCO on 11/20/2013 08:48 PM -----

From: Shelley Beckler/PDCO/PDCO
To: Jennifer Hannon/PDCO/PDCO@PDCO,
Date: 11/20/2013 12:11 PM
Subject: Fw: Patterson Cross Reference

Below is what she sent back.

Shelley Beckler CDA, LDA
Account Specialist
Patterson Dental Supply, Inc.,
1031 Mendota Heights Road
St. Paul, MN 55120
(800)328-5536 ext 3235
(651)-905-3235
Fax-(651)-686-0288

shelley.beckler@pattersondental.com

----- Forwarded by Shelley Beckler/PDCO/PDCO on 11/20/2013 12:10 PM -----

From: "Nicholls, Denise" <Denise.Nicholls@ascensionhealth.org>
To: "Shelley.Beckler@pattersondental.com" <Shelley.Beckler@pattersondental.com>,
Cc: "Khan, Taimur" <Taimur.Khan@ascension.org>
Date: 11/20/2013 12:02 PM
Subject: Patterson Cross Reference

Good morning Shelley,

I am a new Sourcing Manager in the Resource Management Group of Ascension Health. One of my latest projects is to put dental consumables on our Resource Group paper.

I was provided your contact information as a supplier that could potentially quote on our dental consumables and would be willing to work with our terms and conditions.

I am in the beginning stages of gathering data and also waiting on Decision team input to provide direction on where we wish to go from here.

In the meantime, if you could provide Patterson materials that cross to dental materials on the spreadsheet that Taimur Khan provided, under separate cover, that would be appreciated. We will then use that information later when we prepare to go out for on line bids.

If you have any questions, please feel free to contact me.

Regards,

Denise

Denise A. Nicholls
Manager, Sourcing & Supplier Management
The Resource Group, LLC
Integrating Excellence and Stewardship

An Ascension Subsidiary

Office: 314.733.8552

Customer Care Representatives
314.733.8500

From: Shelley.Beckler@pattersondental.com
[<mailto:Shelley.Beckler@pattersondental.com>]
Sent: Wednesday, November 20, 2013 10:54 AM
To: Khan, Taimur

Cc: Nicholls, Denise
Subject: Re: Patterson Cross Reference

Taimur,

I'm not familiar with what this is for or why you need these item numbers. I have sent it to our Marketing Department.

Thanks!

Shelley Beckler CDA, LDA
Account Specialist
Patterson Dental Supply, Inc.,
1031 Mendota Heights Road
St. Paul, MN 55120
(800)328-5536 ext 3235
(651)-905-3235
Fax-(651)-686-0288
shelley.beckler@pattersondental.com

From: "Khan, Taimur" <Taimur.Khan@ascension.org>
To: "shelley.beckler@pattersondental.com" <shelley.beckler@pattersondental.com>,
Cc: "Nicholls, Denise" <Denise.Nicholls@ascensionhealth.org>
Date: 11/20/2013 09:59 AM
Subject: Patterson Cross Reference

Shelley,

My name is Taimur Khan and I am working with Denise Nicholls to obtain Patterson's cross reference to the attached items. The first tab has brief reminders about the data collection and we hope that the template on the second page is functional for your use. Please let us know if we can help in any way and we'll be sure to oblige.

Regards,

Taimur

Taimur Khan
Senior Business Analyst
The Resource Group, LLC
Integrating Excellence and Stewardship

An Ascension Health Alliance Subsidiary

Office: 314.733.8660

Customer Care Representatives
314.733.8500

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CX3283

From: Hanson, Eric
Sent: Tuesday, May 20, 2014 2:19 PM
To: Fruehauf, Anthony
Subject: SWOT



SWOT
Market_Orlando.pptb

Eric W. Hanson
Orlando Branch Manager
Patterson Dental
570 Monroe Rd., Suite 1024
Sanford, FL 32771
407-688-4400 Main
800-226-8405
407-688-4410 Fax

Native File Placeholder

Market Assessment: The Economy

- Overall, Florida's economy has rebounded nicely
- Real estate has surged and home values are up in every area of our territory
- Unemployment is down and tourism especially for Orlando is on the rise
- The Space Coast which got hammered by the decline in federal funding for NASA has experienced an influx of private funding for space exploration. The job market and housing in the area has benefited significantly as a result
- All economic indicators look positive and we expect this trend to continue in the future

Market Assessment: The Customer

- Customers who continue to market and invest in their practices/staff are generally doing better than the ones who are not doing anything different
- The customers who are struggling are focusing on ways to cut costs wherever possible including their supply bill
- In general, the younger dentists today are just not as loyal as their older colleagues. They do much of their research online and then solicit bids from multiple sources. Doctors want value but they also want it at good price
- Many of the older dentists are concerned about their transition plan and are worried they won't be able to retire when they want to retire for economic reasons
- For the vast majority of customers, price has become even a bigger factor on who to do business with

Market Assessment: The Competition

- Long time manager of the Schein Orlando branch is retiring this summer. He is not going to be replaced. The manager out of Jacksonville will oversee both branches
- Schein and Benco are aggressively discounting to get the business both on equipment and merchandise
- Darby has become a significant competitor and is leveraging their FDA affiliate program with FL dentists
- 3 new Schein reps have been added recently and their offering 25% off with additional service and Privilege benefits to get the business
- Schein is participating in a GPO out of Jacksonville and a dentist in Orlando is now trying to do the same

Market Assessment: The Industry

- Competition in CAD/CAM and cone beam categories has intensified which has created some confusion for the dentists who are hearing conflicting stories
- We've seen a great deal of manufacturer rep turnover in our area for various reasons
- Dental Associations are partnering with selected supply companies (Darby in our area) to offer valued-added benefits to their membership while receiving a kick back to help fund their budgets
- Change is being talked about more than ever and Amazon has only added more fuel to the fire
- Corporate dentistry has been a huge impact in our area and not for the good. It is my belief that GPOs have spawned because doctors have seen that volume matters when it comes to negotiating pricing
- Sales activity at trade shows continues in a downward spiral

S.W.O.T
Strengths

- Local service and support
- Quality of our sales representatives
- Known for bringing new technologies to the marketplace
- Patterson Technology Center
- Decentralized model allows us to react quickly to local market opportunities and challenges

S.W.O.T Weaknesses

- Perception that we're more expensive than our competitors
- No formalized customer service training programs for CSRs and Service Technicians
- Limited access to dentists in group practices, institutions and government locations
- The majority of our reps have limited knowledge and capabilities to talk to our customers about the "business of dentistry"
- Limited affiliations with high-profile speakers, practice management consultants, brokers/CPAs

S.W.O.T
Opportunities

- Incremental sales with GPs as they look to keep more specialized procedures in-house versus referring them to specialists
- Offer comprehensive practice management services as a value-added service to do business with us
- Leverage service to keep and gain new customers. Instead of a per call charge, we offer various levels of service contracts depending on their volume of business
- Add an implant line to our product offering
- Figure out a way to “lock-in” the business for a set period of time so our reps can focus on gaining new accounts. They are playing way too much defense due to the constant competitor pressures and the promises of a better “deal”

S.W.O.T
Threats

- Continued price and GM erosion due to competitive pressures
- Continued acquisitions and growth of group practices/corporate dentistry
- Proliferation and abundance of used/refurbished dental equipment
- Emergence of GPOs and our competitors willingness to negotiate with these groups
- Schein attaining a pricing advantage as a result of their global purchasing power and acquisition of manufacturers
- New competition in highly coveted CAD/CAM and CBCT categories

CX3286

From: Anderson, Scott
Sent: Monday, February 13, 2012 10:25 PM
To: Armstrong, Steve
Subject: Fwd: FY 13 Dental Business Planning Documents

Drafts attached below.

Sent from my iPad

Begin forwarded message:

> From: "Paul Guggenheim" <paul.guggenheim@pattersondental.com>
> To: "Scott Anderson" <scott.anderson@pattersondental.com>
> Cc: "John Bettencourt" <john.bettencourt@pattersondental.com>, "Ann Gugino" <ann.gugino@pattersondental.com>, "David Misiak" <david.misiak@pattersondental.com>, "Tim Rogan" <tim.rogan@pattersondental.com>
> Subject: FY 13 Dental Business Planning Documents
>
> Scott,
>
> Please find attached the requested documents for our FY 13 Business Review Meeting scheduled this Friday at 8:30 A.M.
>
>
>
>
>
> Paul A. Guggenheim
> President
> Patterson Dental Supply

Sent: Sunday, April 13, 2014 10:58 PM
Attachments: Strateic Review Paper V2.docx; ATT13703.htm; Strategic Plan Review FY2013 - Copy.ppt; ATT02734.htm

Drafts attached below.

Sent from my iPad

Begin forwarded message:

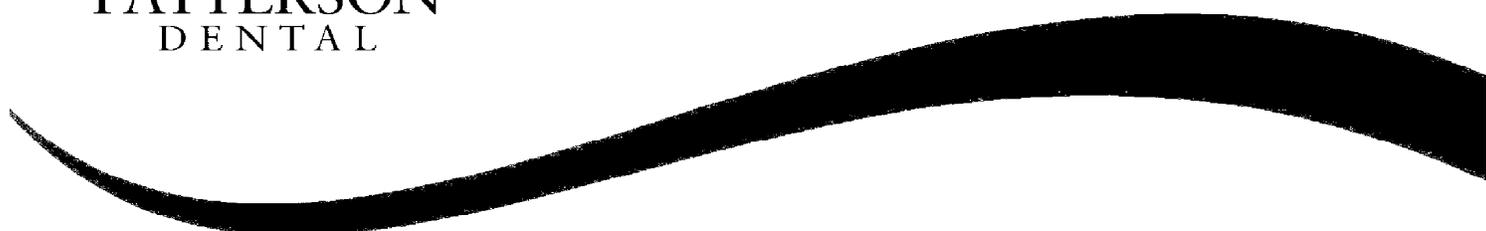
From: "Paul Guggenheim" <paul.guggenheim@pattersondental.com>
To: "Scott Anderson" <scott.anderson@pattersondental.com>
Cc: "John Bettencourt" <john.bettencourt@pattersondental.com>, "Ann Gugino" <ann.gugino@pattersondental.com>, "David Misiak" <david.misiak@pattersondental.com>, "Tim Rogan" <tim.rogan@pattersondental.com>
Subject: **FY 13 Dental Business Planning Documents**

Scott,

Please find attached the requested documents for our FY 13 Business Review Meeting scheduled this Friday at 8:30 A.M.

Paul A. Guggenheim
President
Patterson Dental Supply

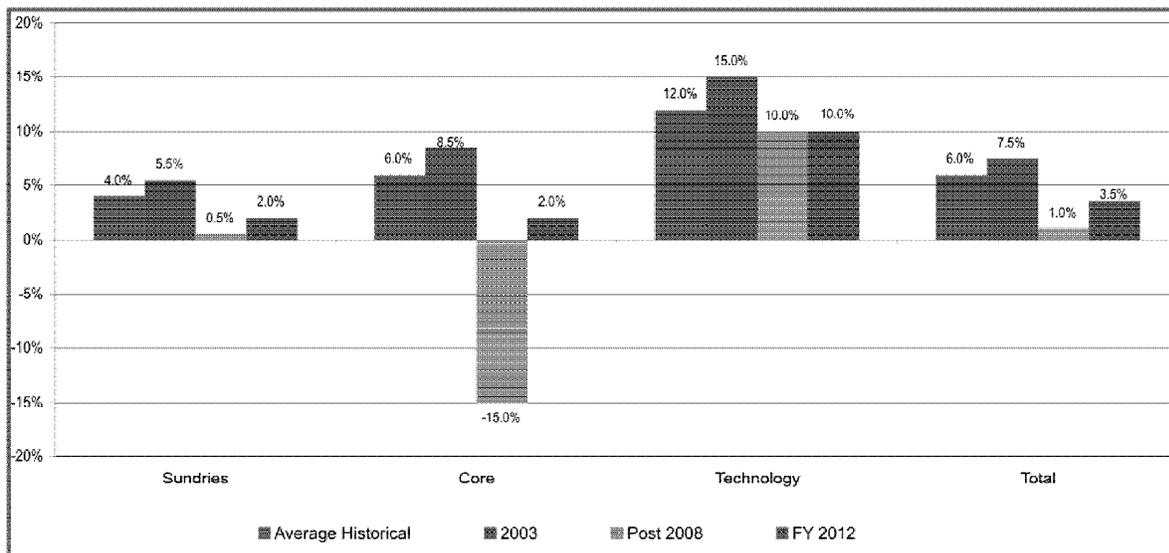
Patterson Dental FY 2013 Strategic Review



Market Analysis

While we are seeing pockets of growth and optimism, the current state of the North American dental market is somewhat fragile. The overriding feeling throughout the customer base is uncertainty. Customers appear dramatically impacted by national and global economic events and the current political climate. This cautious optimism has resulted in a “wait-and-see” attitude toward investing in their dental practice. With this said, the market is improving compared to last year. Patient revenues appear to be up slightly, but do not suggest a full recovery at this time.

An analysis of historical growth trends for the industry suggests that the dental industry has and will continue to outperform the broader economy. We see incremental improvement over prior periods and are optimistic about the mid- to long-term view of industry growth rates. Following is a summary of our analysis:



Competitive Analysis

The competitive landscape of the U.S. dental business is comprised of:

- Henry Schein, a large international distributor
- Benco Dental, an expanding regional – soon to be national – distributor
- Roughly a dozen large independent regional distributors
- Unknown number of small local players
- Handful of significant direct-to-dentist companies

Our largest competitor, Henry Schein, accounts for 36% of the U.S. dental market. Schein's current market strategy focuses on driving cost savings to the dental practice through offerings that include lower-end dental equipment. This strategy has proven troublesome in recent quarters, as their core equipment and technology business appears to be struggling. Schein is aggressively leveraging their buying power and international presence with industry manufacturers and placing strategic emphasis on expanding their exclusive relationships with manufacturers and their private brand product line. Schein has the industry's strongest institutional and group practice presence and remains highly focused on this market.

Benco Dental is a Scranton, Pennsylvania, family-owned business that is aggressively expanding westward, creating significant distraction for our business and Schein. The result is significant margin pressure, particularly with A-dec. Benco's expansion strategy includes aggressively recruiting sales and service technicians and acquiring small, local dealers. Benco's market play is "everything to everyone at the lowest price." They appear to be outpacing the market with low, double-digit growth.

Independent regional and local distributors make up the vast majority of the remaining market. They appear firmly entrenched, with strong relationships in their respective markets. We are seeing irrational pricing behavior from this group, especially with equipment. These distributors are quietly focusing on the supply and core equipment segments; they have no technology offering. Like Benco they seem to be enjoying reasonable market growth.

The direct business still represents a small segment of the dental market and appears to be driven by innovative products and strong telemarketing efforts. In the past year, a couple of the larger organizations in this space have been sold. As a result, this market appears to be stagnant to declining.

The Canadian competitive landscape is similar to the U.S. market, with Schein our largest competitor. The exception in Canada is Sinclair Dental, a British Canadian firm. Sinclair Dental is an absolute low-price positioned competitor and shares many of our similar product lines – most notably A-dec. Benco does not have a presence in Canada.

Channel Bargaining Power

Our current customer base, comprised primarily of sole practitioners, is highly fragmented. Because our business represents a small fraction of the expenditures for their practice, our customers historically have not been overly price conscious. Our customers derive value in their relationship with their sales representative and the value-added services we provide. While we are experiencing the effects of short-term price sensitivity and comparison shopping due to the economic environment, especially in core equipment, we don't believe there will be significant changes in this behavior or buying power long-term.

In contrast to our current customer base, the institutional and group practice market is extremely price sensitive and has significant channel buying power. This market consists of dozens of large group practices – many aspiring to national expansion. They leverage substantial influence over

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DENTAL

manufacturers and distributors and focus solely on the lowest cost provider. In addition, several dozen smaller regional players are having increased buying power influence. We estimate this share to be 10-15% of the overall dental market and growing at a pace faster than the broader market.

Vendor Bargaining Power

Patterson Dental enjoys significant influence and channel power with our vendor partners.

Within the sundries business, there is little differentiation in product lines among industry manufacturers. As a result, our vendor partners rely on us to market and develop product lines. This provides us significant power and negotiating leverage within the channel. Our current challenge is to protect our position against Schein as they aggressively leverage their vendor partners as part of their low-cost strategy and international presence.

In contrast, our dental equipment vendors are highly differentiated and have unique product offerings. Specifically, Sirona has significant bargaining power relating to the exclusive elements of our relationship. This manifests itself in significant allocations of management resources, capital investment and field programming. A-dec also requires a substantial allocation of resources, but the relationship is more mutually empowered. Remaining vendors in the equipment community are aggressively pursuing Patterson for support and resources, giving us tremendous leverage with this community as a result.

Threat of Substitute Products, Services and New Entrants

The core equipment and sundries market is stable and mature. The risk associated with substitute products, services or new entrants is minimal. Our technology product offerings are heavily concentrated with a few key lines, creating a potential risk of technologies outpacing those of our partners.

Competitive Advantage

Patterson Dental's competitive advantage is focused on three areas of differentiation:

1. The Patterson Dental sales team
2. Innovation and technology
3. After-sales support infrastructure

1. The Patterson Dental Sales Team

Our sales force is uniquely qualified and positioned to bring value to the dental practice through its business consultative approach. The Patterson sales team, which is the industry's largest, has consistently demonstrated the ability to create new markets and move share by focusing on enhancing the patient experience and improving the practice lifestyle of our customers' businesses. We have a long history of attracting and internally developing the finest sales force in the industry. We have focused heavily in recent years on developing our selection, training and on-boarding processes. As a result, we believe that we have accelerated the caliber and effectiveness of our sales organization.

2. Innovation and Technology

Patterson Dental has a proven track record of creating innovation in dentistry, from the industry's first intraoral camera to pioneering online order entry – and most recently – the digital waterfall. We pride ourselves on our leadership position in delivering impactful, game-changing innovation and technology to the dental community. This competitive advantage gives our sales force more tools to create new markets and grow existing market opportunities. Patterson has established a more than \$300 million technology and innovation market that did not exist 15

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DENTAL

years ago. The impact on the patient experience and practice lifestyle is revolutionizing today's modern dental practice.

3. After-Sales Support Infrastructure

Patterson Dental's support infrastructure, including our more than 850 field service technicians, the Patterson Technology Center team of over 400 specially trained technical support representatives and our branch technology training centers and technology advisors, form the largest, most comprehensive support network in the world. This allows our customers to confidently rely on us as a "one-stop" provider for all of their support and training needs. Our first-class support eliminates downtime and aggravation for the practitioner, which in turn enhances the productivity and gratification of practicing dentistry. We are the only company that can provide truly integrated solutions and support across all of today's technology and core equipment platforms. Our position allows us to offer unique and differentiating extended warranty and maintenance programs, which keeps our customers' practices running efficiently and their equipment and technology up to date.

Strategic Focus for FY 2013

1. Grow revenue 4.6%

Our strategic focus remains in three key revenue growth opportunities: sundries, core equipment and technology. Key tactics for growing sundries include further leveraging our Patterson Advantage Program and Advantage Accelerator new customer acquisition program. A new tactic, "Game Changer Program," is a concentrated customer acquisition strategy in strategically significant markets. Our equipment and technology business growth strategies include our Practice Success national event tour; the launch of a corporate prospecting initiative and business development strategy; and technology product innovations expected in the second half of the fiscal year. The Technology business is currently being stimulated by aggressive promotional strategies offering customer incentives to accelerate purchase decisions. Our expectation is that this strategy will need to continue into the next fiscal year as the economy has yet to rebound in the dental practice.

1. Optimize innovation and technology

The new PattersonDental.com site, CAESY Cloud (Internet-accessible patient education systems and updates), PattLock (online backup service), Eaglesoft 17, Next Gen Systems (branch platform) and Explore Store (online technology marketplace) are a few innovations we introduced in FY 2012. To optimize our return on investment and business value to the customer, our focus in FY 2013 will be to maximize the impact these new technologies have in the marketplace. Tactics include a high-level, broad-market launch of our enhanced website, leveraging our CSS Order Entry system for sundries to build out CSS technical service, and expanding our Explore Store app strategy. We will continue to drive focus around delivering impactful technology products, which enhances our customers' practices supported by our world-class technology support network.

2. Sales force automation

To protect and optimize our competitive advantage regarding the efficiency and talent of our sales force, we believe providing a new generation of sales tools is a critical success factor for the organization. These tools will allow us to live our technology brand promise while creating further differentiation in technology and the enhanced customer experience. These investments will pay dividends comparable to historical investments, such as the eImagine order/entry system, which accelerated sales growth and rep productivity, while maintaining neutral infrastructure at our branches. Our first tactic is to develop the new platform (hardware and

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software) in alignment with the overall Patterson Companies strategy. Change management, training and rollout tactics will also be developed and formalized for an optimal organizational launch in FY 2014.

Resource Allocation

We believe there is between 10 and 20 basis points of incremental investment needed to fund FY 2013 strategies. We plan to fund these strategies through margin expansion from continuing operations. The only additional allocations required are for IT resources in the Web, CSS and business intelligence areas (relating to the strategies outlined above).

Three-Year Sales Projections

The following chart shows our three-year projections for the business:

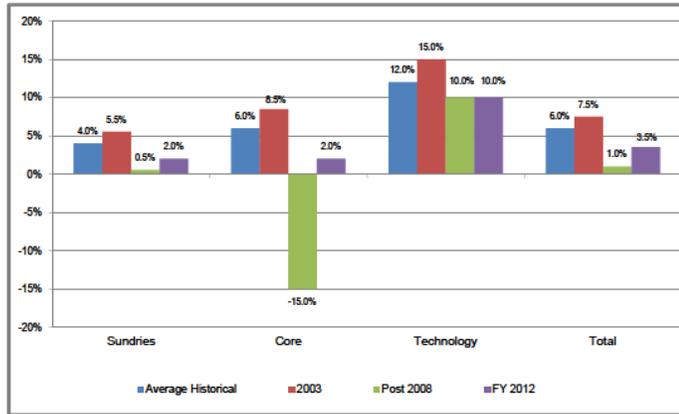
	FY 2012	FY 2013	FY 2014	FY 2015	FY 2013	FY 2014	FY 2015
Sundries	\$ 1,216,399	\$ 1,252,891	\$ 1,303,007	\$ 1,368,157	3.0%	4.0%	5.0%
POS	30,511	30,511	30,511	30,511	0.0%	0.0%	0.0%
Total Consumables	\$ 1,246,910	\$ 1,283,402	\$ 1,333,518	\$ 1,398,668	2.9%	3.9%	4.9%
Basic equipment	\$ 360,907	\$ 378,952	\$ 405,479	\$ 441,972	5.0%	7.0%	9.0%
Cone beam	133,486	140,160	149,972	163,469	5.0%	7.0%	9.0%
Digital	96,378	110,835	127,460	146,579	15.0%	15.0%	15.0%
CEREC	165,161	181,677	203,478	227,896	10.0%	12.0%	12.0%
Software	10,715	11,251	11,813	12,404	5.0%	5.0%	5.0%
Total Equipment	\$ 766,647	\$ 822,875	\$ 898,202	\$ 992,320	7.3%	9.2%	10.5%
Maintenance contracts	\$ 61,777	\$ 64,866	\$ 68,109	\$ 71,515	5.0%	5.0%	5.0%
Labor and repair	113,066	118,719	124,655	130,888	5.0%	5.0%	5.0%
Other	48,278	50,692	53,226	55,888	5.0%	5.0%	5.0%
Total Other	\$ 223,121	\$ 234,277	\$ 245,991	\$ 258,290	5.0%	5.0%	5.0%
Dental Net Sales	\$ 2,236,678	\$ 2,340,554	\$ 2,477,711	\$ 2,649,278	4.6%	5.9%	6.9%

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	Average			
	Historical	2003	Post 2008	FY 2012
Sundries	4.0%	5.5%	0.5%	2.0%
Core	6.0%	8.5%	-15.0%	2.0%
Technology	12.0%	15.0%	10.0%	10.0%
Total	6.0%	7.5%	1.0%	3.5%

615 385
400 400
125
90



PDCO 00015114

Assumed Sales Growth	4.6%	5.0%	6.0%	7.0%	8.0%
Fixed expense growth	2.0%	2.0%	2.0%	2.0%	2.0%
Variable expense rate	17.1%	17.1%	17.1%	17.1%	17.1%

	FY2012	FY2013	FY2013	FY2013	FY2013	FY2013
Sales	\$ 2,236,678	\$ 2,339,565	\$ 2,348,512	\$ 2,370,879	\$ 2,393,245	\$ 2,415,612
Gross Margin	\$ 790,443 35.34%	\$ 826,803 35.34%	\$ 829,965 35.34%	\$ 837,870 35.34%	\$ 845,774 35.34%	\$ 853,678 35.34%
Operating Expense						
Fixed	176,513	180,043	180,043	180,043	180,043	180,043
Variable	383,470	401,110	402,644	406,478	410,313	414,148
Subtotal	\$ 559,983 25.0%	\$ 581,152 24.8%	\$ 582,686 24.8%	\$ 586,521 24.7%	\$ 590,356 24.7%	\$ 594,190 24.6%
Operating Income	\$ 230,460 10.30%	\$ 245,651 10.50%	\$ 247,279 10.53%	\$ 251,349 10.60%	\$ 255,418 10.67%	\$ 259,488 10.74%
Leverage on Sales growth		0.20%	0.23%	0.30%	0.37%	0.44%
GAP to get 10 more bps		\$ 2,340	\$ 2,349	\$ 2,371	\$ 2,393	\$ 2,416

Incrmental spending
private label
financing/marketing CEREC

Three Year Sales Projection

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2013	FY 2014	FY 2015
Sundries	\$ 1,216,399	\$ 1,252,891	\$ 1,303,007	\$ 1,368,157	3.0%	4.0%	5.0%
POS	30,511	30,511	30,511	30,511	0.0%	0.0%	0.0%
Total Consumables	\$ 1,246,910	\$ 1,283,402	\$ 1,333,518	\$ 1,398,668	2.9%	3.9%	4.9%
Basic equipment	\$ 360,907	\$ 378,952	\$ 405,479	\$ 441,972	5.0%	7.0%	9.0%
Cone beam	133,486	140,160	149,972	163,469	5.0%	7.0%	9.0%
Digital	96,378	110,835	127,460	146,579	15.0%	15.0%	15.0%
CEREC	165,161	181,677	203,478	227,896	10.0%	12.0%	12.0%
Software	10,715	11,251	11,813	12,404	5.0%	5.0%	5.0%
Total Equipment	\$ 766,647	\$ 822,875	\$ 898,202	\$ 992,320	7.3%	9.2%	10.5%
Maintenance contract	\$ 61,777	\$ 64,866	\$ 68,109	\$ 71,515	5.0%	5.0%	5.0%
Labor and repair	113,066	118,719	124,655	130,888	5.0%	5.0%	5.0%
Other	48,278	50,692	53,226	55,888	5.0%	5.0%	5.0%
Total Other	\$ 223,121	\$ 234,277	\$ 245,991	\$ 258,290	5.0%	5.0%	5.0%
Dental Net Sales	\$ 2,236,678	\$ 2,340,554	\$ 2,477,711	\$ 2,649,278	4.6%	5.9%	6.9%

Assumptions:

Sundries	3.0%	4.0%	5.0%
POS	0.0%	0.0%	0.0%
Basic	5.0%	7.0%	9.0%
Cone Beam	5.0%	7.0%	9.0%
Digital	15.0%	15.0%	15.0%
CEREC	10.0%	12.0%	12.0%
Software	5.0%	5.0%	5.0%
Maintenance	5.0%	5.0%	5.0%
Labor&Repair	5.0%	5.0%	5.0%
Other	5.0%	5.0%	5.0%

Three Year Sales Projection

	Forecast FY 2012	FY 2013	FY 2014	FY 2015
Sundries	\$ 1,216,399	\$ 1,240,727	\$ 1,290,356	\$ 1,354,874
POS	30,511	30,511	30,511	30,511
Total Consumables	\$ 1,246,910	\$ 1,271,238	\$ 1,320,867	\$ 1,385,385
Basic equipment	\$ 360,907	\$ 368,125	\$ 397,575	\$ 437,333
Cone Beam	133,486	146,835	161,518	177,670
Digital	96,378	106,016	116,617	128,279
Cerec	165,161	181,677	190,761	200,299
Software	10,715	11,251	11,813	12,404
Total Equipment	\$ 766,647	\$ 813,903	\$ 878,285	\$ 955,985
Maintenance contracts	\$ 61,777	\$ 64,866	\$ 68,109	\$ 71,515
Labor & Repair	113,066	118,719	124,655	130,888
Other	48,278	50,692	53,226	55,888
Total Other	\$ 223,121	\$ 234,277	\$ 245,991	\$ 258,290
Dental Net sales	\$ 2,236,678	\$ 2,319,418	\$ 2,445,143	\$ 2,599,660

3.7%

Sundries	2.0%	4.0%	5.0%
POS	0.0%	0.0%	0.0%
Basic	2.0%	8.0%	10.0%
Cone Beam	10.0%	10.0%	10.0%
Digital	10.0%	10.0%	10.0%
CEREC	10.0%	5.0%	5.0%
Software	5.0%	5.0%	5.0%
Maintenance	5.0%	5.0%	5.0%
Labor&Repair	5.0%	5.0%	5.0%
Other	5.0%	5.0%	5.0%

	Projected Q3 Results			Vs. Prior Year		Vs. Forecast	
	Actual	Forecast	Prior Year	\$	%	\$	%
Sundries	\$ 265,471	\$ 265,818	\$ 256,829	8,642	3.4%	(347)	0%
POS	7,510	7,275	7,658	(148)	-1.9%	235	3%
Total Consumables	\$ 272,981	\$ 273,093	\$ 264,487	8,494	3.2%	(112)	0%
Basic equipment	\$ 107,878	\$ 96,565	\$ 94,970	12,908	13.6%	11,313	12%
Cone Beam	32,460	35,716	31,012	1,448	4.7%	(3,256)	-9%
Digital	19,926	20,895	15,252	4,674	30.6%	(969)	-5%
Cerec	48,735	45,481	25,523	23,212	90.9%	3,254	7%
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Total Equipment	\$ 211,420	\$ 201,381	\$ 169,163	42,258	25.0%	10,039	5%
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Labor & Repair	21,360	22,611	21,741	(381)	-1.8%	(1,251)	-6%
Other	11,751	11,373	10,954	797	7.3%	378	3%
Total Other	\$ 48,699	\$ 48,865	\$ 46,611	2,088	4.5%	(166)	0%
US Dental Net sales	\$ 533,100	\$ 523,339	\$ 480,261	52,840	11.0%	9,761	2%
Canada	\$ 63,275	\$ 62,065	\$ 60,841	2,434	4%	1,210	2%
Total Dental	\$ 596,375	\$ 585,404	\$ 541,102	55,273	10%	10,971	2%

PDCO 00015114

Native File Placeholder



PATTERSON
DENTAL

Sales

Fiscal YTD 2012

	January YTD			Vs. Prior Year		Vs. Budget	
	Actual	Budget	Prior Year	\$	%	\$	%
Sundries	\$ 899,081	\$ 921,371	\$ 895,930	3,152	0%	(22,290)	-2%
POS	23,106	22,745	24,631	(1,525)	-6%	361	2%
Total Consumables	\$ 922,187	\$ 944,116	\$ 920,561	1,627	0%	(21,929)	-2%
Basic equipment	292,472	364,202	289,545	2,927	1%	(71,730)	-20%
Cone Beam	96,586	34,987	84,785	11,801	14%	61,599	176%
Digital	61,974	60,411	52,302	9,672	18%	1,563	3%
Cerec	\$ 108,399	\$ 126,853	\$ 110,714	(2,315)	-2%	(18,454)	-15%
Software	7,882	8,803	7,779	103	1%	(921)	-10%
Total Equipment	\$ 567,312	\$ 595,256	\$ 545,124	22,188	4%	(27,944)	-5%
Maintenance contracts	\$ 46,146	\$ 46,349	\$ 43,292	2,854	7%	(203)	0%
Labor & Repair	82,565	85,460	82,506	59	0%	(2,896)	-3%
Other	35,314	37,227	35,756	(442)	-1%	(1,913)	-5%
Total Other	\$ 164,026	\$ 169,037	\$ 161,554	2,471	2%	(5,011)	-3%
Net sales	\$ 1,653,525	\$ 1,708,409	\$ 1,627,239	26,286	2%	(54,884)	-3%

Impact of the extra week 2.5%



PDCO 00015116

CX3286-017

P&L

	January		FY 11	Vs. Prior		Vs. Budget		% of Sales		
	FY 12	Budget		\$	%	\$	%	FY 11	Bud	FY 10
Net Sales	\$ 1,653,525	\$ 1,708,409	\$ 1,627,239	\$ 26,286	1.6%	\$ (54,884)	-3.2%	100.0%	100.0%	100.0%
Gross Margins	\$ 573,323	\$ 603,390	\$ 570,268	\$ 3,055	0.5%	\$ (30,067)	-5.0%	34.7%	35.3%	35.0%
Total Payroll	\$ 268,901	\$ 278,200	\$ 266,697	\$ 2,204	0.8%	\$ (9,299)	-3.3%	16.3%	16.3%	16.4%
Other Expenses	70,080	72,952	68,639	\$ 1,440	2.1%	\$ (2,872)	-3.9%	4.2%	4.3%	4.2%
Allocations	72,657	73,300	69,889	2,768	4.0%	(643)	-0.9%	4.4%	4.3%	4.3%
Operating Expense	<u>411,637</u>	<u>424,452</u>	<u>405,225</u>	<u>\$ 6,412</u>	<u>1.6%</u>	<u>\$ (12,815)</u>	<u>-3.0%</u>	<u>24.9%</u>	<u>24.8%</u>	<u>24.9%</u>
Operating Income	<u>161,686</u>	<u>178,938</u>	<u>165,043</u>	<u>\$ (3,357)</u>	<u>-2.0%</u>	<u>\$ (17,252)</u>	<u>-9.6%</u>	<u>9.8%</u>	<u>10.5%</u>	<u>10.1%</u>

In Summary...

- Sales gaining momentum...sundries sales trend encouraging
- Equipment spurred by marketing & discounts, less lucrative on bottom line
- Gross margins will be an opportunity as economy rebounds
- Expenses are in line with sales performance
- Asset management solid

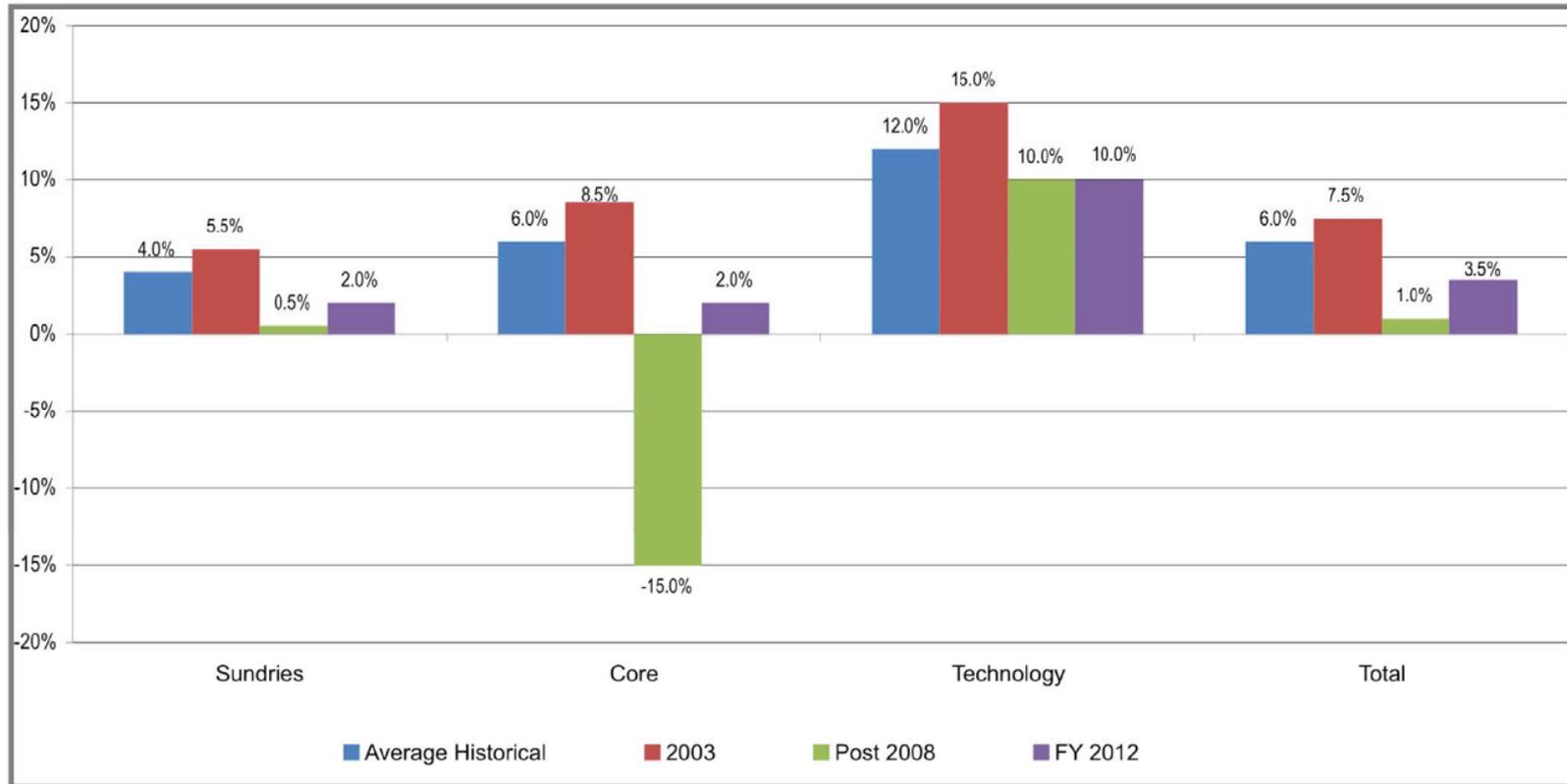
Current market State

- Fragile
- Customers are cautious to invest citing uncertainty about economy
- Volatile based on current local and world news as well as concerns surrounding election year
- Significant regional variances exist
- Practice revenues appear to have stabilized as general trends indicate incremental improvement vs. prior period

Competitive Advantage

1. Sales Team	2. Innovation and Technology	3. After Sales Support Infrastructure
Proven ability to create new markets and move share	Recognized leadership position as THE technology company	Largest and most comprehensive support network worldwide
Consultative value-add approach focused on enhancing Patient experience and Practice Lifestyle	Long track record of creating innovation that has revolutionized today's modern dental practice	Only Company that can provide truly integrated solutions and support across all of today's technology and core equipment platforms
Largest in the industry Internally developed team	Created a market of over \$350 million of technology and innovation that did not exist 15 yrs ago	Our position allows us to offer unique and different extended warranty and maintenance programs

Market Analysis



Competitive Landscape

Henry Schein

- Driving bargaining power with suppliers
- Leveraging international presence
- Going after exclusives
- Private label growth focus
- Managed care focus
- Struggling in core equipment and technology
- Strongest national competitor
- No technology support strategy

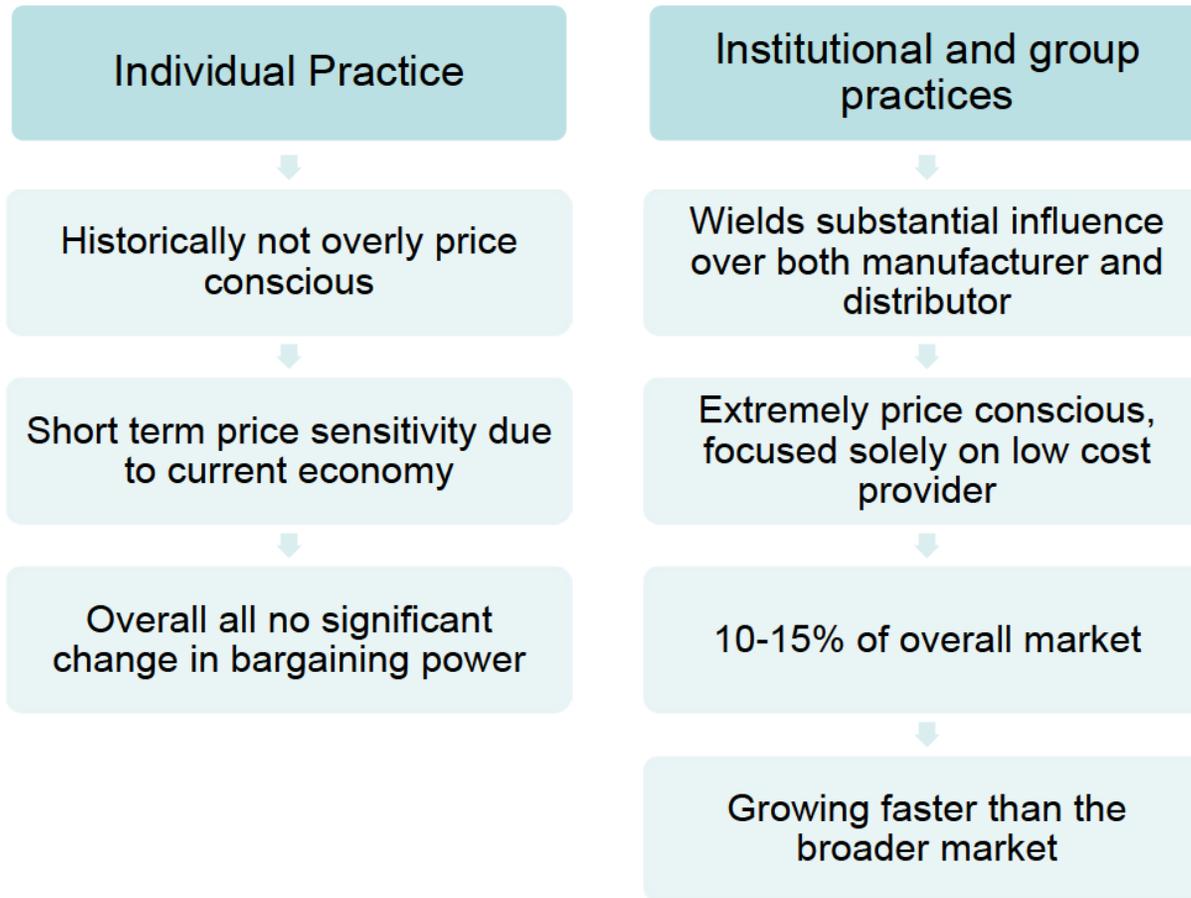
Benco

- Westward March creating distraction
- Acquiring smaller dealers
- Agility to adapt to market conditions
- Willing to accept lower profits (a-dec)
- Aggressively recruiting sales and service techs
- Everything to everyone is their market play
- Growing 10-11%
- Lack technology position

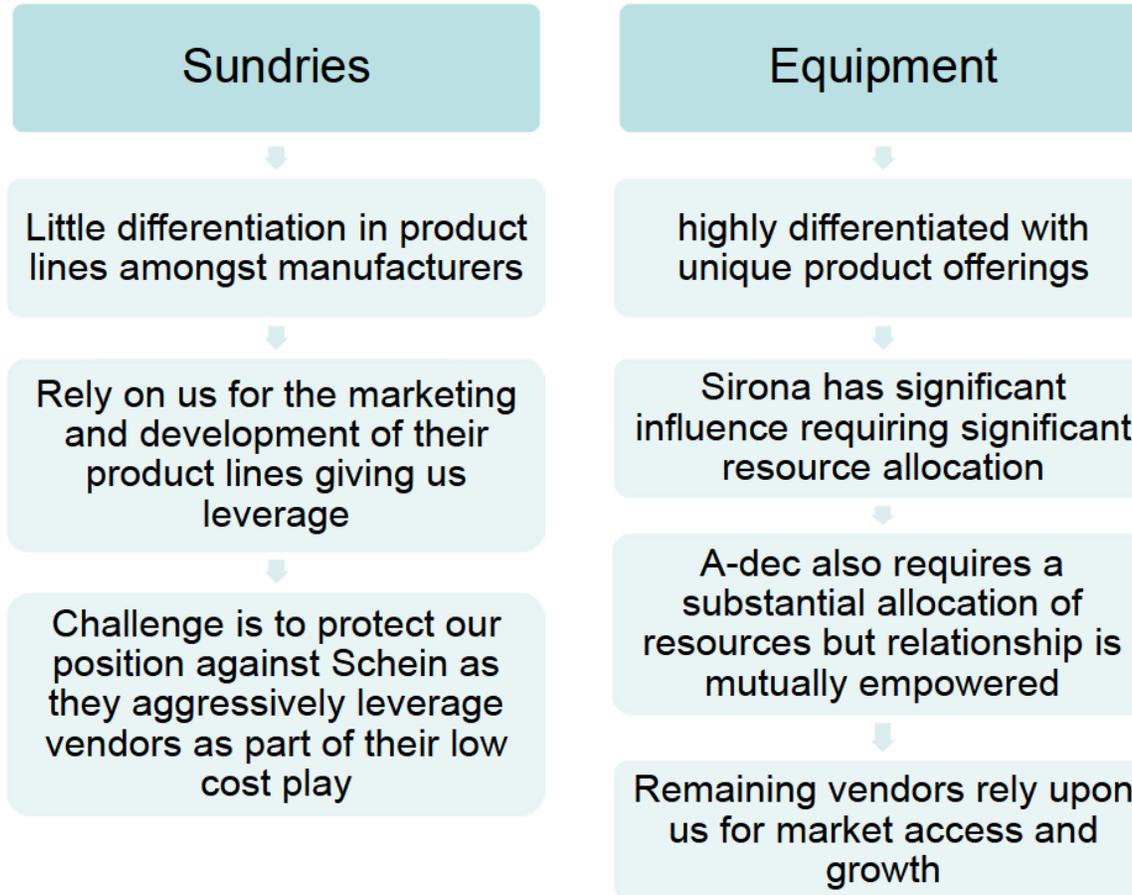
Independents

- Quietly growing and outpacing National competitors
- Focus is taking share
- Irrational pricing
- Lack technology position
- “Local business story” is their market play
- Manufacturer support

Channel Buying Power



Vendor Bargaining Power



SWOT

Internal	
Strengths	Weaknesses
<ul style="list-style-type: none"> • Sales force • Ownership culture • PTC • Technology and innovation position 	<ul style="list-style-type: none"> • Branch manager selection and retention • Developing our people • Office design • Lack of bandwidth
External	
Opportunities	Threats
<ul style="list-style-type: none"> • Leverage our technology and support position • Sales force automation • Optimizing innovation • Equipment prospecting • Ecommerce 	<ul style="list-style-type: none"> • Irrational behavior from competition and vendor community • Expansion of national buying groups, group practices, institutions • Concentration of equipment business with two vendors

Strategic Focus

Grow Revenue 4.6% through effective differentiation strategies

- Focus remains in three key areas: sundries, core equipment and technology
- New “Game Changer” program
- Practice success events
- Equipment prospecting strategy

Optimize innovation and technology investments

- Broad high profile launch of Pattersondental.com
- Leverage Next Gen platform to build out a new Technical Service system
- Expansion of our Explore Store app strategy
- PTC and CAESY cloud

Sales Force Automation

- Develop new hardware and software solutions in concert with overall Patterson Companies Strategy
- Change management, training and roll-out tactics developed for launch in FY 2014

FY 2013 Sales Projections

	FY 2012	FY 2013	FY 2014	FY 2015	FY 2013	FY 2014	FY 2015
Sundries	\$ 1,216,399	\$ 1,252,891	\$ 1,303,007	\$ 1,368,157	3.0%	4.0%	5.0%
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Total Consumables	\$ 1,246,910	\$ 1,283,402	\$ 1,333,518	\$ 1,398,668	2.9%	3.9%	4.9%
Basic equipment	\$ 360,907	\$ 378,952	\$ 405,479	\$ 441,972	5.0%	7.0%	9.0%
Cone Beam	133,486	140,160	149,972	163,469	5.0%	7.0%	9.0%
Digital	96,378	110,835	127,460	146,579	15.0%	15.0%	15.0%
Cerec	165,161	181,677	203,478	227,896	10.0%	12.0%	12.0%
Software	10,715	11,251	11,813	12,404	5.0%	5.0%	5.0%
Total Equipment	\$ 766,647	\$ 822,875	\$ 898,202	\$ 992,320	7.3%	9.2%	10.5%
Maintenance contracts	\$ 61,777	\$ 64,866	\$ 68,109	\$ 71,515	5.0%	5.0%	5.0%
Labor & Repair	113,066	118,719	124,655	130,888	5.0%	5.0%	5.0%
Other	48,278	50,692	53,226	55,888	5.0%	5.0%	5.0%
Total Other	\$ 223,121	\$ 234,277	\$ 245,991	\$ 258,290	5.0%	5.0%	5.0%
Dental Net sales	\$ 2,236,678	\$ 2,340,554	\$ 2,477,711	\$ 2,649,278	4.6%	5.9%	6.9%

FY13 Tactical Plan

Sundries

- “Game Changer” program
- Patterson Advantage
- Accelerator customer acquisition program
- Private Label opportunity
- Sales rep headcount +5%

Core Equipment

- Promotional and marketing roadmap
- Prospecting strategy
- Practice success strategy
- A-dec Differentiation program

CEREC

- Promotional and marketing roadmap
- Strategy around new innovation
- CEREC service club
- CEREC online for diagnostics and support
- CEREC accept program launch

Cone Beam

- Promotional and marketing roadmap
- KOL event strategy
- Preferred vendor change strategy
- Service club strategy

Digital

- Promotional and marketing roadmap
- Strategy around new innovation
- Integration with key vendor partners (a-dec)

Optimize Innovation and Technology

- Ecommerce
- CSS Technical Service
- Explore Store
- CAESY cloud
- PTC
- EagleSoft
- Social media

Sales Force Automation

- Design and develop new platform
- Integrate into Corporate initiative
- Branding
- Financial modeling
- Implementation/change management plan

Longer Term Planning

- Strategy for Branch Model Evolution
- Office Design Strategy
- National Roll-out of DPS Program

Resources Needed

- IT Resources From Web, CSS, and B.I. \$ TBD
- Game Changer Program \$ 1.0 mil
- Website Training and Marketing efforts \$ 500k
- Service Tech eMagine/eTime \$ 850k
- DPS National Roll out \$ 250k
- Office Design Strategy \$ 100k

Appendix

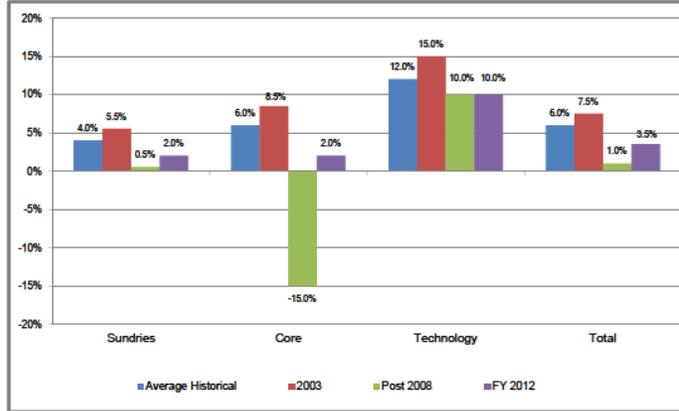


PATTERSON
DENTAL

Native File Placeholder

	Average			
	Historical	2003	Post 2008	FY 2012
Sundries	4.0%	5.5%	0.5%	2.0%
Core	6.0%	8.5%	-15.0%	2.0%
Technology	12.0%	15.0%	10.0%	10.0%
Total	6.0%	7.5%	1.0%	3.5%

615 385
400 400
125
90



PDCO 00015117

Assumed Sales Growth	4.6%	5.0%	6.0%	7.0%	8.0%
Fixed expense growth	2.0%	2.0%	2.0%	2.0%	2.0%
Variable expense rate	17.1%	17.1%	17.1%	17.1%	17.1%

	FY2012	FY2013	FY2013	FY2013	FY2013	FY2013
Sales	\$ 2,236,678	\$ 2,339,565	\$ 2,348,512	\$ 2,370,879	\$ 2,393,245	\$ 2,415,612
Gross Margin	\$ 790,443 35.34%	\$ 826,803 35.34%	\$ 829,965 35.34%	\$ 837,870 35.34%	\$ 845,774 35.34%	\$ 853,678 35.34%
Operating Expense						
Fixed	176,513	180,043	180,043	180,043	180,043	180,043
Variable	383,470	401,110	402,644	406,478	410,313	414,148
Subtotal	\$ 559,983 25.0%	\$ 581,152 24.8%	\$ 582,686 24.8%	\$ 586,521 24.7%	\$ 590,356 24.7%	\$ 594,190 24.6%
Operating Income	\$ 230,460 10.30%	\$ 245,651 10.50%	\$ 247,279 10.53%	\$ 251,349 10.60%	\$ 255,418 10.67%	\$ 259,488 10.74%
Leverage on Sales growth		0.20%	0.23%	0.30%	0.37%	0.44%
GAP to get 10 more bps		\$ 2,340	\$ 2,349	\$ 2,371	\$ 2,393	\$ 2,416

Incrmental spending
private label
financing/marketing CEREC

Three Year Sales Projection

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PDCO 00015117

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Total Dental	\$ 596,375	\$ 585,404	\$ 541,102	55,273	10%	10,971	2%

PDCO 00015117

CX3301

From: Guggenheim, Paul
Sent: Monday, June 10, 2013 1:12 PM
To: Chuck Cohen
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

Sounds good Chuck, Just wanted to clarify where you guys stand.

Thanks for the follow up and send my love and congratulations to Larry and Sally upon their return. If someone goes overboard It would probably be Larry and he's a pretty strong swimmer!

All the best,

Paul

Paul A. Guggenheim
President
Patterson Dental Supply

From: Chuck Cohen <ccohen@benco.com>
To: "paul.guggenheim@pattersondental.com" <paul.guggenheim@pattersondental.com>,
Date: 06/08/2013 07:16 AM
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Thanks for reaching out, I was at a board meeting yesterday & couldn't respond.

As we've discussed, we don't recognize buying groups. On the Atlantic Dental Care situation, here's our understanding after several in-depth conversations...

1. There are 32 practices that have legally merged together.
2. The new company is owned by the former practice owners.
3. They are in the process of rebranding all the offices Atlantic Dental Care.
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Meanwhile, glad to hear that all's well with you & the family, and that you're enjoying the summer in Minnesota. As we speak, my folks are on a cruise across the Atlantic to celebrate their 50th anniversary; hopefully, one of them won't throw the other off the side of the ship... 😊

All's good here, keep in touch, talk soon...

cfc

From: paul.guggenheim@pattersondental.com [mailto:paul.guggenheim@pattersondental.com]
Sent: Thursday, June 06, 2013 7:03 PM
To: Chuck Cohen
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

Chuck,

I hope all is going well with you and the Family. Summer is upon us although in Minnesota it still seems like winter was in California. Reflecting back on our conversation earlier this year, could you shed some light on your business agreement with Atlantic Dental Care? I understand they are a group of 55 dentists in and around Chesapeake Va. being led by a practice management consultant that your team has signed a supply agreement with. I'm wondering if your position on buying groups is still as you articulated back in February?

Let me know your thoughts....Sometimes these things grow legs without our awareness!

Best to you, Rick and Larry.

Sincerely,

Paul.

Paul A. Guggenheim
President
Patterson Dental Supply

From: Chuck Cohen <ccohen@benco.com>
To: Paul Guggenheim <paul.guggenheim@pattersondental.com>
Date: 02/08/2013 11:57 AM
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Hope things are going well at Patterson. Just saw Sirona's strong results, good sign for you.

Just wanted to let you know about some noise I've picked up from New Mexico. FYI: Our policy at Benco is that we do not recognize, work with, or offer discounts to buying groups (though we do work with corporate accounts) and our team understands that policy.

Thanks, best for success in 2013!

cfc

Charles F. Cohen
Benco Dental Company
'We deliver success, smile after smile.'

295 Centerpoint Boulevard
Pittston, PA. 18640
Phone: 570.602.6811
Cell: 570.407.1340
E-mail: ccohen@benco.com
Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

Begin forwarded message:

From: Don Taylor <dtaylor@benco.com>
Date: February 7, 2013, 9:22:27 AM PST
To: Brian Evans <bevans@benco.com>, Chuck Cohen <ccohen@benco.com>, Patrick Ryan <pryan@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Gents, will you please read the bottom if this e-mail? I'd like to connect for just a couple if minutes to get your feedback and coaching on this. Thank you.

All the Best,

Don Taylor
303 548 9475
datylor@benco.com

Begin forwarded message:

From: Mike Trimble <mtrimble@benco.com>
Date: February 6, 2013, 11:36:03 AM PST
To: Don Taylor <dtaylor@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: Stewart Hanley <shanley@benco.com>
Date: February 6, 2013, 9:59:05 AM PST
To: Mike Trimble <mtrimble@benco.com>
Subject: Fwd: New Mexico Dental Cooperative purchasing.

Sent from my iPhone

Begin forwarded message:

From: "Bergman, Brandon" <Brandon.Bergman@henryschein.com>
Date: February 6, 2013 9:54:15 AM GMT-08:00

To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com

From: Michael Stanislawski [<mailto:MStanislawski@midmark.com>]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislawski

Territory Manager

Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislawski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443

From: brenton mason [<mailto:txdelphia@gmail.com>]

Sent: Monday, February 04, 2013 1:18 PM

To: John Shernock; clhoss@mmm.com; Marquita.Mason@dentsply.com; Adam.Ternan@sybrondental.com; Marni.StoneWalsh@voco.com; Todd_Cretors@gcamerica.com; Windi.Vigil@ivoclarvivadent.com; Reagan.Wheeler@sybrondental.com; JWeyenberg@hu-friedy.com; ruby.howley@us.sunstar.com; cherie.borer@rockymountainsalesassociates.com; JZaneis@PREMUSA.com; Mark.Rohan@us.acteongroup.com; Bob.Gess@sirona.com; dolsen5065@aol.com; Mike.Wilson@a-dec.com; Steven.Griffith@planmecausa.com; gmorton@dentalez.com; sconnolly@digi-doc.com; jpdmonuco@aol.com; BrianDillonSales@Q.com; jamihsacks@gmail.com; msherman@meisingerusa.com; dknoxpsa@gmail.com; lanid@crosstex.com; rbehbahani@septodonta.com; Sterling.Parker@sirona.com; wright.mc.1@pg.com; jason chapman; Frank Montoya; lisa.franks@ultradent.com; Charles Goodis; Jeff.Katt@pattersondental.com; Scott.Belcheff@pattersondental.com; robert lehm; Michael Stanislawski; plowe@axisdental.com; HJBinfo@bosworth.com; info@coltenewhaledent.com; Crosstex@crosstex.com; gca_sales@gcamerica.com; info@hu-friedy.com; info@jmoritusa.com; info@parkell.com; akegerise@premusa.com; domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com; customerservice@youngdental.com; brenton mason

Subject: New Mexico Dental Cooperative purchasing.

To All,

Frank Montoya, Jason Chapman and I are in the process of starting a dental Cooperative. Thus we are working together with our local private practice dental office owners to compete with the national large corporations in the dental field. We as small businesses are well aware of the studies showing the corporate dentistry role over the next 10 years. Furthermore, Walmart has provided us with a case study to evaluate the survival of the independent dental offices. Thus we have partnered with Patterson Dental to provide the individual office the same opportunities as the larger corporations. We as a group of 17 offices currently are expanding on weekly basis; Furthermore, we have doctors in our group from every specialty participating in the co op.

We are inviting all dental manufactures and representative to a our vendors meeting March 13, 2013 at 6:00 pm. The location is Patterson Dental Branch in Albuquerque, NM. During this meeting we will do the following:

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- II) Have an open forum question and answer, I will take any and all questions and be available however long needed.
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support the manufactures whom best support our co op. At the present moment we have begun formulating the Preferred Vendor list for all aspect of running a dental office. Upon conclusion of this process we will have a Preferred Vendor List for everything from cotton rolls to credit card processing fees to janitorial services and everything in the middle.

Our goal was 50 dental offices. However, that will have to change, we just started this co op and have added 17 offices without any effort. We have changed our goal to 75 dental offices in Albuquerque and then will expand to all areas of New Mexico. Furthermore, we are putting together a doctors meeting to have a discussion about the co op to increase our current enrollment.

If you have any questions please feel free to contact me at this email (personal email address) or my office, 505-821-1430. If you call the office I will need to set up a time to have a phone conversation due to patient care. As many of you know from the past, I have not been easy accessible b/c of the amount of sales persons that have wanted to work with our 3 to 5 offices. For the Co-op I will be 100% available to anyone wishing communicate and our personal corporations will only purchase with Preferred CO-OP Vendors.

--
Brenton Mason DMD

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CX3342

From: Neal, William
Sent: Sunday, July 26, 2015 3:04 PM
To: McFadden, Neal
Subject: RE: GPO's

Thanks Neal. I will talk with Feather on Monday morning and get some more information.

Bill Neal
Western Special Markets Territory Manager Patterson Dental Supply Inc.

-----Original Message-----

From: McFadden, Neal
Sent: Sunday, July 26, 2015 12:37 PM
To: Neal, William
Subject: Re: GPO's

I'm going to talk to Dave over the next few days. I think we need to be picky and choosy and rethink our overall strategy. This is turning into a dirty business but if we continue to say no we will look back at ourselves, just like we did with special markets, and possibly regret it. So I would at least want to hear the story.

I had the same conversation with Pete Cousins on Friday. Unfortunately, the Georgia state association wants to do the same thing. I'm trying to be very open-minded.

I will keep you posted. Thanks

Neal McFadden
President Special Markets
Patterson Dental
Cell 864-346-7209

Sent from my iPhone

> On Jul 26, 2015, at 2:28 PM, Neal, William <Bill.Neal@pattersondental.com> wrote:

>

> Hi Neal,

>

> I wanted to make sure that GPO's are not something we as a company are choosing to partner with at this point. I know Dave has been clear about this in the past and I wanted to verify that this still is the case. Feather just contacted me about one and I want to make sure I'm correct about our stand on this.

>

> Have a great week.

> Bill

>

> Sent from my iPhone

CX3362

From: Rogan, Tim
Sent: Friday, November 13, 2015 8:22 AM
To: Guggenheim, Paul
Cc: Misiak, Dave
Subject: RE: Recommendation

Paul,

Over the next few months before the planning meeting we need to have your team gather intelligence on the current state of the market. And a lot of it. Not just gut or tribal knowledge, but current state based on facts. Your team should come to the January planning meeting with 60% of your strategic plan ready to go. We'll leave the planning meeting with it 90% done. Knowing our time crunch and shortage of manpower I have asked McKinsey what it looks like to do a deeper dive on NA dental. Maybe not the full meal deal, but more than we have and it will be based on facts.

Here is what I see happening. You have "global" on your strategic plan. Maybe that moves aside, we put a person like Michele P, or this guy you are speaking with on it. And we add GPO's/Buying Groups to the strategic plan. Meaning we are going to build out a strategy of how we are going to go to market with them? Maybe we start our own or buy one? But you will back this up with current facts. Something like that.

And after speaking with McKinsey they recommend the group stays small. Just the VP's and you. Plus a few dirt movers for the process. Hence Betsi and Elliott or whomever you see has the most upside at the Director level. (I thought Elliott did a very nice job managing the process. And the other Directors are just getting their sea legs. Jennifer is over the top busy, Mike not qualified, and Rick is managing the voice of customer stuff for both dental and animal health.)

The Minneapolis dreaming meeting was good to have a larger group to get different perspectives. But now we need to be strategic and we can't do that by committee. Once the plan is baked you can bring it back to your wider team and tell them what we are doing and what their role is in it.

Hope this makes sense.

Tim E. Rogan
Vice President, Strategy and Organization Effectiveness
Patterson Companies, Inc.
651-686-1870

From: Guggenheim, Paul
Sent: Tuesday, November 10, 2015 5:43 PM
To: Rogan, Tim
Cc: Misiak, Dave
Subject: RE: Recommendation

My impression was that we wanted to engage the larger group to elicit buy in and commitment from those who will have to execute the work. Are you clear where in the process it is recommended to achieve that? I'm ok with keeping this tight (similar to last year) but I do think we need to connect with the execution team at some point in the process. Can you share the overview of the entire process?

PG

Paul A. Guggenheim

Chief Executive Officer
Patterson Dental Supply
1031 Mendota Heights Road, Saint Paul, MN 55120
P: 651.686.1760
Paul.guggenheim@pattersondental.com

Patient Experience, Practice LifestyleSM



From: Rogan, Tim
Sent: Tuesday, November 10, 2015 4:51 PM
To: Guggenheim, Paul; Misiak, Dave
Subject: Recommendation

I am getting my arms around the strategic planning process. And I have spoken with Ann. We believe the group should stay small for the planning meeting. VP and up. That being said, someone needs to own the process and someone needs to do the numbers. So my thoughts are to add Elliott and Betsi. That being said, we could take an admin and have them layer that in later.

Thoughts.

Attendees:

- Paul
- Dave
- Josh
- Elliott
- Betsi
- Tim
- Steve from McKinsey

Tim E. Rogan

Vice President, Strategy and Organization Effectiveness
Patterson Companies, Inc.
651-686-1870

CX3412

From: Chuck Cohen [ccohen@benco.com]
Sent: Saturday, June 08, 2013 7:17 AM
To: Guggenheim, Paul
Subject: RE: Fwd: New Mexico Dental Cooperative purchasing.

Greetings, Paul...

Thanks for reaching out, I was at a board meeting yesterday & couldn't respond.

As we've discussed, we don't recognize buying groups. On the Atlantic Dental Care situation, here's our understanding after several in-depth conversations...

1. There are 32 practices that have legally merged together.
2. The new company is owned by the former practice owners.
3. They are in the process of rebranding all the offices Atlantic Dental Care.
4. They have a board of directors made up of some of the stakeholders that makes the decisions.

Although they're in the early stages of the process, we believe this meets our criteria for a large group practice. We've asked to see the merger documents once they are completed, to confirm that they've really become a legally merged entity, and we're going to continue monitoring the process to ensure that ADC delivers on their commitment to us. Happy to discuss in more detail, if you'd like.

Meanwhile, glad to hear that all's well with you & the family, and that you're enjoying the summer in Minnesota. As we speak, my folks are on a cruise across the Atlantic to celebrate their 50th anniversary; hopefully, one of them won't throw the other off the side of the ship... 😊

All's good here, keep in touch, talk soon...

cfc

From: paul.guggenheim@pattersondental.com [mailto:paul.guggenheim@pattersondental.com]
Sent: Thursday, June 06, 2013 7:03 PM
To: Chuck Cohen
Subject: Re: Fwd: New Mexico Dental Cooperative purchasing.

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Let me know your thoughts....Sometimes these things grow legs without our awareness!

Best to you, Rick and Larry.

Sincerely,

Paul.

Paul A. Guggenheim
President
Patterson Dental Supply

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To: Paul Guggenheim <paul.guggenheim@pattersondental.com>,
Date: 02/08/2013 11:57 AM
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Thanks, best for success in 2013!

cfc

Charles F. Cohen
Benco Dental Company
'We deliver success, smile after smile.'
295 Centerpoint Boulevard
Pittston, PA. 18640
Phone: 570.602.6811
Cell: 570.407.1340
E-mail: ccohen@benco.com
Administrative Assistant: Nancy McCarroll (nmccarroll@benco.com)

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Date: February 7, 2013, 9:22:27 AM PST
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Subject: Fwd: New Mexico Dental Cooperative purchasing.

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303 548 9475
dataylor@benco.com

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To: Stewart Hanley <SHanley@benco.com>
Subject: FW: New Mexico Dental Cooperative purchasing.

Did you see this? Call me.

Brandon Bergman

Henry Schein Dental

Regional Manager

Albuquerque Office 505-856-3384

Cell Phone 505-385-1934

brandon.bergman@henryschein.com

From: Michael Stanislowski [<mailto:MStanislowski@midmark.com>]
Sent: Monday, February 04, 2013 7:10 PM
To: ARCHULETA, CHRIS; Bergman, Brandon
Subject: FW: New Mexico Dental Cooperative purchasing.

Is he joking?

Wow.....

Because we care.

Mike Stanislowski

Territory Manager

Dental Sales Division - Rocky Mountains

(303) 601-6493 - Cell

mstanislowski@midmark.com

Customer Service: Melissa Oakley - (937) 526-8302

Technical Support: Dave Magoteaux - (937) 526-8443

From: brenton mason [<mailto:txdelphia@gmail.com>]
Sent: Monday, February 04, 2013 1:18 PM
To: John Shernock; clhoss@mmm.com; Marquita.Mason@dentsply.com; Adam.Ternan@sybrondental.com; Marni.StoneWalsh@voco.com; Todd_Cretors@gcamerica.com; Windi.Vigil@ivoclarvivadent.com; Reagan.Wheeler@sybrondental.com; JWeyenberg@hu-friedy.com; ruby.howley@us.sunstar.com; cherie.borer@rockymountainsalesassociates.com; JZaneis@PREMUSA.com;

Mark.Rohan@us.aceongroup.com; Bob.Gess@sirona.com; dolsen5065@aol.com; Mike.Wilson@a-dec.com; Steven.Griffith@planmecausa.com; gmorton@dentalez.com; sconnolly@digi-doc.com; jpdmonuco@aol.com; BrianDillonSales@Q.com; jamihsacks@gmail.com; msherman@meisingerusa.com; dknoxpsa@gmail.com; lanid@crossdex.com; rbehbahani@septodont.com; Sterling.Parker@sirona.com; wright.mc.1@pg.com; jason chapman; Frank Montoya; lisa.franks@ultradent.com; Charles Goodis; Jeff.Katt@pattersondental.com; Scott.Belcheff@pattersondental.com; robert lehm; Michael Stanislawski; plowe@axisdental.com; HJBinfo@bosworth.com; info@coltenewhaledent.com; Crosstex@crossdex.com; gca_sales@gcamerica.com; info@hu-friedy.com; info@jmoritausa.com; info@parkell.com; akegerise@premusa.com; domestic@sswhiteburs.com; customer-service@shofu.com; infousa@voco.com; customerservice@youngdental.com; brenton mason
Subject: New Mexico Dental Cooperative purchasing.

To All,

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--

Brenton Mason DMD

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CX4090

From: brenton mason [txdelphia@gmail.com]
Sent: Thursday, February 7, 2013 3:50 PM
To: Belcheff, Larry
Subject: Re:

That is fine, I get where your coming from, set up the meetings as needed with Jason and Frank, they will better be able to assist with the Co op efforts.

BRent

On Thu, Feb 7, 2013 at 2:44 PM, <Scott.Belcheff@pattersondental.com> wrote:
 Dr. Mason,

I will not reach out with the manufacturer reps until after we meet on Monday. This way we can discuss this in person. I definitely want to keep this moving forward

Thanks,

Scott Belcheff
Branch Manager
Patterson Dental
Albuquerque Branch
505-884-6747

-----brenton mason <txdelphia@gmail.com> wrote: -----

To: Scott.Belcheff@pattersondental.com
 From: brenton mason <txdelphia@gmail.com>
 Date: 02/07/2013 02:19PM
 Subject: Re:

Keep the meeting the same day, just put together all the information we need to make everyone happy. Thus we can keep moving forward.

BRent

On Thu, Feb 7, 2013 at 2:01 PM, <Scott.Belcheff@pattersondental.com> wrote:
 Dr. Mason,

I wanted to reach out to you in regards to the Vendor meeting you scheduled through e-mail for March 13. There was some confusion on my part. I thought it was a meeting for your preferred vendors and vendors you want to introduce to the co-op on the running of the business side of the equation. For example Credit Card Services, Patterson, Banking, etc. I did not understand it to mean the entire dental manufactures group.

I wanted to take some time to think about this meeting before I reached out to you,

and after reflecting on this, here is the direction we need to take. We need to cancel this meeting, and I will be sending out an e-mail by the end of the day today to the included manufacturers about this cancellation, while also asking them to "stay tuned" for more information to come in the near future. The reason for this course of action is as follows, and I do look forward to discussing with you when you're able.

First - The email you sent out has greatly confused the dental community, and actually Patterson's role in the dental business community as well.. Dan Reinhardt, my regional manager and myself, have been getting calls with questions because manufacturers are confused as to the purpose of the meeting you called. These companies do choose to do business with distributors like Patterson, Schein or Benco, and we handle the bid process. Not the manufactures (unless they are a direct selling manufacturer, such as Brasseler). If Patterson is going to be your preferred vendor then we handle the bid process for you. We make sure you are getting the appropriate pricing on the supplies you use based on volume and commitment. As your partner, we're working to assure you fair pricing, and also anything else the manufacturing company has to offer such, as rebate programs. This is why we are your partner, which is not just verbiage to me. Your schedule is crazy enough with out having to deal with this as well.

Second - The e-mail invitation you sent includes manufacturers that Patterson does not do business with, and are, in some cases, direct competitors of Patterson Dental.

Third - Patterson Dental is a Value-Add distributor, and that's why you've chosen to do business with you over the years. We also extend this to our relations with our manufacturing community, as we value their knowledge, and their investment in Research and Development, and for advancing dental care in general.

This has the opportunity to be huge and is moving fast and I want to make sure we are doing this right from the beginning. Our dinner Monday night will help with this and also help us get guidelines in place. You and I have always been straight forward with each other and I respect your vision. I am hoping Patterson can be a partner you trust and that will always do the right thing for you. I won't always tell you what you want to hear, but that's what true partners do.

Thank for your understanding in regards to this matter.

*Scott Belcheff
Branch Manager
Patterson Dental
Albuquerque Branch
505-884-6747*

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Brenton Mason DMD

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Brenton Mason DMD

CX4360

2010 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J
1	Company	Last Name	MI	First Name		Company	Last Name	MI	First Name	Event Info
2	Henry Schein Dental					Patterson Dental Supply, Inc.				
3		Aalto		George			Abruzzo		Nick	
4		Ackeret		Kevin			Adyniec		Jim	
5		Aho		Eric			Alexander		Cheryl	
6		albano		barbara			Anderson		Jon	
7		Albright		Terry			Anderson		Kim	
8		aife		gerilyn			Anderson		Scott	
9		ALLEN		BRIAN			Angstman		Jane	
10		alpern		eric			Apke		Rachel	
11		Alvarado		Alex			Armstrong		Graham	
12		Anderson		Jill			Ashton		Lori	
13		ANDERSON		LYNN			atkinson		amy	
14		Ansell		Heather			Bahr		Tim	
15		ansell		nathan			Balanoff		William	
16		Appel		Ron			Bartel		Steve	
17		aquafredda		rita			beavers		connie	
18		Arnold		Larry			Behling		Bob	
19		balinski		bill			Beltran		John	
20		ballon		rich			Bentley		Megan	
21		Barnacle		Shawn			Berghoff		Jana	
22		Bartsch		Ron			Bettencourt		John	
23		Batley		Paul			Bickel		Bill	
24		Baucom		Jon			Bialock		Joey	
25		Bauer		Scott			bodily		brandyn	
26		Becker		Jon			Borries		Dianna	
27		beirich		dave			Bradburn		Kim	
28		BELL		CHRIS			bradshaw		jeff	
29		bengtson		shawn			Bradshaw		Paul	
30		Bergman		Stanley			Branson		Jon	
31		berkey		paul			Brazelton		Kevin	
32		Berry		Jesse			Brockett		Suzanne	
33		bertagni		john			Broderson		Vickie	
34		Birkin		Anita			Broxk		Pietr	
35		bloomberg		ayla			Broyles		James	
36		bollmann		mark			brumley		kyle	
37		bouchez		lisa			Buckman		Jeff	
38		Bradac		Ron			Buehnerkemper		Chad	
39		braden		ryan			Buschbacher		Mark	
40		Bradley		Noah			Cacciatore		Joann	
41		breslawski		jim			calcano		lawrence	
42		Bresnick		Mickey			Capranos		Calvin	
43		brisebois		phillip			Carl		David	
44		Brown		Al			Carmody		Brad	
45		Buck		Tim			Catanzaro		Phil	
46		Bunkelman		Craig			Chand		Jackie	
47		Bunker		Kevin			Chlipala		Catherine	
48		burnett		john			Cirone		Perry	
49		Burroughs		Mike			Clair		Edward	
50		Burton		Gary			clery		ryan	
51		busch		william			Coenen		Roger	
52		cahill		barbara			Connolly		Brian	
53		caldar		tom			Corder		Brad	
54		capots		marc			Corrales		Edward	
55		Carr		Audra			Cotter		Paul	
56		carter		steve			Couch		Brett	
57		cavaretta		joe			Crandall		Denise	
58		Chaby		Percy R			Crowley		Pat	
59		Chala		Mirma			Crumpley		Matt	
60		Christensen		Kathy			Cunningham		Dawn	
61		Ciardello		Denise			Dailey		Amy	
62		Cleary		Shawn			De Boer		Margaret	
63		cochran		grady			Den Braber		Michael	
64		colvin		todd			Derus		Al	
65		Cook		Cari			Dervenis		Teri	
66		COOK		JEANNE			Desjardins		Andre	
67		Cox		Anne			Devoe		Ken	
68		crawford		mitch			Dodson		Mike	
69		cronev		ken			Downer		Jeff	

CDS0001

2010 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J
70		Crooke		Justin			Earl		Dorian	
71		crowell		kerri			Easty		Dan	
72		Culp		Lee			Ebert		Matt	
73		Dahm		Eddie			Ellis		Lou	
74		Dailey		Travis			Elrod		Cameron	
75		Dean		Tammy			Endres		Brandon	
76		Demark		John			Endresen		Angelina	
77		dannehy		catherine			Ensor		Christie	
78		devaney		kathy			Etheridge		Beth	
79		Diaz		Joe			Evans		Terry	
80		dietz		k.c.			Fabian		Rick	
81		Dillon		Kevin			Fearon		Tim	
82		Doddens		Michael			Fehling		Christian	
83		Doherty		Kevin			Files		Darlene	
84		drayer		keith			Files		Darlene	
85		drewelow		jason			Fish		Dwight	
86		Duncan		Rod			Fisher		David	
87		Dunneboil		Kay			fitzgerald		kristina	
88		eastly		alison			fotineas		tina	
89		Ebersold		Lannette			Frederick		Jim	
90		Ebersold		Mark			Gagnon		Mary Louise	
91		Eggleston		Ken			gairhan		emily	
92		Elias		Ken			Gardner		Cory	
93		enderle		david			Gaurke		Mike	
94		Enderlo		David			Geno		Michele	
95		Engle		Mike			Gleissner		Chuck	
96		Erickson		Nicholas			Goin		Michelle	
97		everist		scoop			Goldschmeding		Josh	
98		Ferber		Curtis			Gordon		Steve	
99		Feye		Dan			Greulich		Ryan	
100		fiorini		curtis			Griffith		Dave	
101		foley		randy			Griffith		Denise	
102		frick		kip I.			grissom		debbie	
103		Gantos		Kam			Grover		Darryl	
104		Gauzza		Keith			Guggenheim		Paul	
105		Gelfo-Klein		Jason			Gugino		Ann	
106		gentilini		andrea			Gustafson		Julie	
107		gerboth		brett			Haas		Darrell	
108		giebe		keith			Habel		Todd	
109		GILL		OWEN			Halabi		Adam	
110		gisondi		joe			Halliburton		Linda	
111		Glass		Rick			Harada		Steve	
112		gleason		Brenda			Hartke		Angie	
113		gorgone		lisa			Hayward		Daniel	
114		grammas		david			Heinsohn		Cathy	
115		graves		damon			Hemmen		Pam	
116		Gregory		Todd			Hennings		Dave	
117		griebahn		josh			Herthel		Todd	
118		Griffin		Tim			Hoffman		Kevin	
119		Grinwis		Candice			Hogan		Joanne	
120		Guanzini		Angela			Howarth		Gail	
121		Guarino		John			Hughes		Mike	
122		GUNSON		R. STEVE			Humphrey		David	
123		Gutroff		George W.			Hunter		Pierre	
124		gvenco		jeannie			Hunter		Terry	
125		haddad		Eddie			Isaacs		Jan	
126		hammond		jimmie			ismail		rocket	
127		hampshire		Tonya			Jambor		Michael	
128		Harding		Jim			Johnson		Dale	
129		Harding		Jim			johnson		gary	
130		harvilla		mike			jones		jonathan	
131		Haupt		Justin			Jones		Maureen	
132		Havas		Barb			Jones		Sean	
133		haymann		basil			Joyce		Daniel	
134		Hayward		Mike			Joyce		Jim	
135		Heffernan		Brooke			Kabbes		Craig	
136		Hegg		Guy			kaplan		david	
137		hendrickson		michael			Keedy		Bob	
138		henke		adam			Kemnitz		Tim	
139		Henke		Alex			Kemper		Mike	
140		hennin		mark			Killian		Josh	

CDS0002

2010 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J
141		herbert		danielle			Kingren		Laura	
142		HEYSQUIERDO		RICK			Klatt		Patrick	
143		hicks		tony			Kleffman		John	
144		HIGGINS		NANCY			Kobelinski		Dave	
145		hight		andrea			Kolata		Shane	
146		hinds		wade			Konicek		Dan	
147		Hinsch		Paul			Korba		Jeff	
148		hobbs		don			Kraemer		Ross	
149		hoebeke		chuck			Kreke		Patrick	
150		hough		bryce			Krenning		Ron	
151		HOUGH		ERIC			Krout		Dave	
152		Howe		Steve			Kump		Sue	
153		hulick		robert			Lake		Richard	
154		hunt		matthew			Lambert		Jim	
155		Huntemann		Curt			Landeck		Rich	
156		hutton		mark			Larkin		Troy	
157		Hynde		Kathy			Lee		Sean	
158		Jandrisits		Joe			Lee		Stephen	
159		Jaworski		Jill			Lenth		Brad	
160		Jayjack		Dyan			Leonard		Garry	
161		Jenkins		Chuck			Leski		LeAnn	
162		Jetema		Patti			levy		joe	
163		johnson		dan			Lewis		Bill	
164		johnson		eric			Liesemeyer		Jacob	
165		JOHNSON		NATHAN			Lindahl		Suzannah	
166		johnston		nathan			Lindsay		Debbie	
167		Jones		Gretchen			Link		John	
168		jonson		betty			livengood		carolyn	
169		jonson		john			Lohman		Greg	
170		Jourdan		Justin			Longanecker		Sarah	
171		KAJANI		FAHAD			Lonier		Joe	
172		Kamp		Nichael			Luyk		Barry	
173		Karis		Beth			Mackay		Chrissy	
174		kaye		gregory			Mailegni		Tony	
175		Kellar		Mary			Mally		Jim	
176		Kelly		James			Mandell		Joel	
177		Kennedy		Scott			Mannia		Kristen	
178		Kesler		Jim			Manns		Scott	
179		kess		steve			Marsh		Kelli	
180		killps		keith			Marsh		Lori	
181		knott		maureen			Marten		Craig	
182		Kofron		Randall			Martin		Grant	
183		Kohlihaas		Jay			Matz		Luke	
184		Kondrad		Jim			McCallum		Ross	
185		Koval		Randi			McDonald		J.P.	
186		kralik		ron			McGlinicy		Carrie	
187		Kroeger		Dan			McIntyre		Chuck	
188		Kuklinki		Greg			McQueen		Kim	
189		lal		rakesh			Meeks		Robbie	
190		Langston		Dawn Talaski			Mohring		Steve	
191		larue		molly			mentzel		steven	
192		Lavange		Kristina			Metzler		Tony	
193		Lavigna		Bob			Milojevic		Ronnie	
194		leavitt		alan			milosh		gary	
195		leeffink		willem			Misiak		Dave	
196		Lewis		Michele			moihoek		bob	
197		lieberthal		bruce			Moore		Gregg	
198		liesz		robert			Morgan		Jay	
199		Lingenfelter		Ryan			morris		Mark	
200		Link		Lorie			Mudd		Stephanie	
201		lipsig		bruce			Murdoch		Dale	
202		Litteral		Shelley			Musser		Brent	
203		lonberger		charlie			Norell		Joe	
204		Lotzer		Patty			O'Brien		Matt	
205		Lowe		Donna M.			O'Connor		Ann	
206		Lubin		Laurel			O'Connor		Ryan	
207		Lyga		Sam			o'donnell		patrick	
208		lyons		carey			Oglesbee		Cathy	
209		Machnik		Joann			O'leary		john	
210		Mader		Tyler			o'leary		rachael	
211		mancuso		angela			Orthman		Kevin	

CDS0003

2010 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J
212		mandler		suzanne			Otterson		Ari	
213		Mariano		Don			Owens		Randy	
214		marshall		brian			Paul		Nick	
215		Martin		Artie			Pearson		Marti	
216		Martin		John			Peckskamp		Dan	
217		martino		annette			Pender		Mike	
218		Mast		Brian			Perkins		Pam	
219		Matt		Cindi			Peterson		Kathy	
220		Matteo		Rob			Piotrowski		Andrew	
221		mattila		tim			Plamann		Rex	
222		MAZZUKI		NEAL			plaszch		matt	
223		mcgill		chuck			Plescia		Jim	
224		McGuire		Jen			Plummer		Hazel	
225		mcguire		John			polito		mark	
226		Mchugh		Lynne			Poor		Courtney	
227		Mcmahon		Beth			Pourney		Deb	
228		mcmillan		don			Pouli		Mark	
229		McNair		Jessica			Rauser		Sandy	
230		mcneal		aimée			Rebholz		Kristy	
231		McNulty		Kurt			Redding		Tom	
232		Mcpartlin		Karen			Ronda		Pat	
233		meadows		jake			Rickman		Clay	
234		Meek		Andy			Riechel		Jeanie	
235		melgaard		ryan			Ring		Blake	
236		Melser		Todd			Roberts		Andrew	
237		mercado		lou			Rogan		Tim	
238		Merten		Anja			Rogers		Mike	
239		Metselaar		Gerard			Rooney		Allison	
240		Michols		Christina			rose		doug	
241		miles		steve			Ross		Dan	
242		milller		bob			Rottar		Jim	
243		Minor		Michael			Ruder		Dick	
244		Minowitz		Bob			Rudloff		Dave	
245		Miranda		Rich			sagastume		Remo	
246		Mischker		Mike			Saltjeral		John	
247		Miskow		Tony			Sanok		Gary	
248		mlotek		mark			Schneider		Ryan	
249		Mongan		Kim			Schoenwalder		John	
250		Monroe		Julie			Schwane		Jennifer	
251		Morrissy		Jim			Schwarz		Rick	
252		muecke		suzanne			Schwieso		Curt	
253		muller		hal			Scruggs		Dan	
254		newton		steve			Serowski		Sharon	
255		nimety		jim			shah		nehal	
256		Nolan		Brian			sherman		patty	
257		Nuss		Eric			Shewmaker		Greg	
258		OBERBECK		RICH			Sips		Mart	
259		O'Brien		Steve			Skean		Kara	
260		O'connell		Kim			skogland		mike	
261		O'Leary		Jennifer			Skrobowski		Tony	
262		O'Leary		John			Smarella		Tom	
263		Olsen		Megan			Smurr		Mike	
264		Olson		Janet			Smyth		Bernie	
265		oltman		mark			Snoep		Oda	
266		Openshaw		Reese			Stahlhebor		Kristin	
267		orr		john			Stang		Jeff	
268		osborne		joe			Stark		Stefanie	
269		Paananen		Desiree			Stern		Doug	
270		Pailletti		Jules			Stock		Lisa	
271		paladino		steve			Strohkirsch		Patrick	
272		parkes		geoff			Stroud		Jeremy	
273		parr		candi			Strutner		Racheal	
274		Parsley		Geoff			Sutton		Wilbur	
275		pascall		alana			Swift		Ryan	
276		Paskett		Frank			Thomas		Ed	
277		Paul		Joe			Thomas		Joe	
278		Pautler		Ed			Thorndill		Jim	
279		penrose		michele			Thygesen		Jerry	
280		perez		jesus			Tomiin		Matt	
281		Peterson		Brian			Trickey		Sean	
282		Peterson		Chris			Trotta		Mike	

CDS0004

2010 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J
283		Peterson		Jeff			Vagena		Martin	
284		philhower		Jim			Vanantwerp		Tom	
285		phipps		david			Vee		Jamie	
286		Piatckek		Shaun			Vennemann		Mike	
287		Picha		Kevin			Wahl		Adam	
288		pieczenik		stuart			Walker		Mike	
289		XXXXXXXXXX POLAD		JAYSON			Westendorf		Jennifer	
290		Poole		Kim			Wharf		Mike	
291		Poole		Kim M			Wilde		Richard	
292		Quadling		Mark			Williams		Brad	
293		Quigley		Sean			Wltz		Jim	
294		Rapp		Chris			Wise		Lois	
295		reem		kevin			wizner		todd	
296		Reminga		Bill			Wolfe		Mark	
297		reminga		tim			Wolken		Anne	
298		Rhode		Jennifer			Wyland		Dan	
299		Richards		Tim			Zeller		Robert	
300		Richter		Mackenzie			Zelsdorf		Steve	
301		roberts		steve			Ziegler		Jeff	
302		Rollins		Kelly						
303		ropchan		tim						
304		ross		bob						
305		Roussel		Matt						
306		Rozin		Rodi		Company	Last Name	MI	First Name	Event Info
307		Ruark		Amy		Benco Dental	Addison		Jason	
308		Ruehrschneck		Dave			Atkinson		Becky	
309		Salani		Steve			Austin		Bill	
310		Sanchez		Kevin			Bingaman		Brad	
311		santourian		rick			Blakeslee		Don	
312		Schmitz		Cory			Blakeslee		Lynn	
313		Schneider		Bob			Boehm		Steve	
314		schneider		tom			Boychuk		Mike	
315		schultz		jerry			Brinkman		Ann	
316		schwartzman		monica			Bunn		Johnny	
317		Semrow Casey		Denise			Capozzi		Christine	
318		Sennett		Dean			Catalano		Christina	
319		Severance		Gary			Ceresa		Tricia	
320		Sexton		Debra			Clark		Reginald	
321		Sherman		Jeff			Cohen		Chuck	
322		Shoff		Lonnie			Cohen		Lawrence	
323		Shooshanian		Margaret			Cohen		Rick	
324		Siller		Gail			Cole		Dan	
325		simon		al			Cole		Phil	
326		Sivak		Ernie			Coulson		Eric	
327		smith		bill			Cyrak		Jim	
328		smith		eric			Demeretz		Stacey	
329		smith		erin			Dewitt		Deb	
330		sommer		ken			donahue		tim	
331		souyias		justin			Donnellan		Dominic	
332		spencer		cory			Evans		Sue	
333		spittle		ern			Fagundes		Bill	
334		Staniszewzski		Steve			Ferguson		Dave	
335		steck		dave			Franklin		Justin	
336		Steck		Ryan			Fromknecht		Sarah	
337		Stenger		Butch			Fugate		Dee Dee	
338		Stewart		Jay			Gardner		David	
339		Stoltz		John J			Geisinger		Katie	
340		Streicher		Pat			Gilmack		Kina	
341		SUBEL		GAVIN			Goins		Charlie	
342		sullivan		tim			Gray		Christopher	
343		sutton		rachael			Guenterberg		Evie	
344		Swier		Michelle			gusching		steve	
345		Tanko		Diane			Haddix		David	
346		Tario		Peter			Healey		Craig	
347		tarrant		pat			Herbig		Steve	
348		taylor		neil			Holman		Katrina	
349		taylor		shaun			Howells		Jonathan	
350		Tchouprakov		Andrei			Huber		Mitch	
351		thurm		patrick			Hull		Mandy	
352		torres		deb			Jackson		Paul	
353		Tracy		Jeff			Jankauskas		Chris	

CDS0005

2011 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
1	Company	Last Name	MI	First Name	Event Info		Company	Last Name	MI	First Name	Event Info
2	Henry Schein						Patterson Dental				
3	Dental						Supply, Inc.				
4		ackeret		Kevin				Abruzzo		Nick	
5		Acquafredda		Rita				Accurso		Rob	
6		Albright		Terry				Adams		Stewart	
7		Afaia		Kathy				Adyniec		Jim	
8		Alfreno		Lauren				Albery		Amy	
9		Allen		Brian				Ames		Mark	
10		alpern		eric				Anderson		Jonathan	
11		ALVARADO		ALEX				Anderson		Kim	
12		Anderson		Lynn				Anderson		Lauri	
13		Ansell		Heather				Anderson		Michelle	
14		Ansell		Nathan				Anderson		Scott	
15		Appel		Ron				Angstman		Jane	
16		armstrong		david				Anslow		Kim	
17		asselin		mike				Apke		Rachel	
18		Avignone		Nicholas				Armour		Kyle	
19		Balinski		Bill				Ashton		Lori	
20		barnacle		shawn				Bahr		Tim	
21		Barrett		Katie				bailey		gary	
22		Bartsch		Ron				Barbagallo		Stephen	
23		Basilone		Todd				BARTEL		STEVE	
24		batley		paul				Beavers		Connie	
25		baucorn		jon				Behling		Bob	
26		bauer		scott				Belzer		Rob	
27		Beech		Andy				Belzer		Rob	
28		beech		scott				Benecke		Jeanne	
29		Beirich		David				Bennett		Shane	
30		Bengtson		Shawn				Bentley		Megan	
31		Bergman		Stan				Bergen		Jason	
32		Berkey		Paul				Berghoff		Jana	
33		Berman		Lou				Bettencourt		John	
34		Birkley		Justin				Bickel		William	
35		bloomberg		ayla				Blickem		Darin	
36		Bochak		Beverly				Borries		Dianna	
37		Bolger		Pat				Bradburn		Kim	
38		BOLLMAN		MARK				Brandt		Marilynn	
39		Boresi		John				Branson		Jon	
40		Bradley		Noah				Brazelton		Kevin	
41		Breslawski		Jim				Brinkman		Ann	
42		brown		al				Brockett		Suzanne	
43		brown		Barb				Broderson		Vickie	
44		Browne		Sally				Brooks		Christopher	
45		buck		tim				Brooks		Christopher	
46		buddrus-breil		peter				Broyles		James	
47		bunkelman		craig				Brumley		Kyle	
48		Bunker		Kevin				Buckman		Jeff	
49		burkart-christian		barbara				Buehnerkemper		Chad	
50		burnett		john				Burnham		Jonelle	
51		Burroughs		Mike				Burrell		Jeannie	
52		calder		thomas				Busch		Lisa	
53		capots		marc				Buschbacher		Mark	
54		Carr-Geever		Audra				Butler		Andrea	
55		Carter		Steve				Byers		Dan	
56		Casey		Mike				Cacchiatore		Joann	
57		Chaby		Percy				Camody		Brad	
58		chala		mirna				Capranos		Calvin	
59		Challed		Carol				Carl		Dave	
60		chandler		tim				Carlson		Ian	
61		CHATHAM		JOHN				Catanzaro		Phil	
62		Chavira		brandon				Chadd-Peters		Deb	
63		christensen		kathy				Chilpala		Catherine	
64		church		zach				Ciery		Ryan	
65		ciardello		denise				collins		charles	
66		Cleary		Shawn				Connolly		Brian	
67		cochran		grady				Connors		Steve	
68		cohen		alan				Corder		Brad	
69		COLVIN		TODD				Corrales		Eddie	
70		Cook		Carl				Cothem		Mike	
		Corder		Brad				Cotter		Paul	

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2011 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
71		Cox		Bob				Couch		Brett	
72		Cox		Brian				Crowley		Pat	
73		cox		chris				Crumpley		Matt	
74		Cox		John				Cunningham		Dawn	
75		Crawford		Kevin				Dagher		Norm	
76		Crawford		Kevin				DeBoer		Margaret	
77		Crawford		Mitch				DenBraber		Michael	
78		Croney		ken				Derus		Al	
79		Dahm		Ed				Dervenis		Teri	
80		Dailey		Amy				DeVoe		Ken	
81		david		Jim				Dodson		Mike	
82		De Lorenzi		Melissa				Downer		Jeff	
83		Dean		joe				Dumais		Alain	
84		Dean		Tammy				Dunahoo		Mike	
85		Delander		Clint				Earl		Dorian	
86		Demark		John				Easty		Dan	
87		devaney		kathy				Eiroad		Cameron	
88		Diaz		Joe				Endres		Brandon	
89		Dillon		Kevin				Endresen		Angelina	
90		Doherty		Kevin				Etheridge		Beth	
91		dorris		april				Evans		Terry	
92		doyle		dennis				Evenson		Matt	
93		Drayer		Keith				Fabian		Rick	
94		DUNCAN		ROD				Fehling		Christian	
95		Ebersold		Mark				Feldhake		Matt	
96		eggett		kent				Fernandez		Ginger	
97		Eggleston		Kent				Fields		Wesley	
98		Elias		Ken				Files		Darlene	
99		Enderle		David				Fiscus		Dave	
100		Engel		Jim				Fish		Dwight	
101		Erickson		Nick				Flach		Sandy	
102		everist		scoop				Foss		Bob	
103		Fazzio		Joe				Frederick		Jim	
104		ferber		curtis				Frese		Amy	
105		Ferone		John				Funneman		Lori	
106		Feye		Dan				Gagnon		Mary Louise	
107		florini		carl				Gardner		Cory	
108		foley		randy				Gardner		Wally	
109		FREEMAN		GLEN				Gaurke		Mike	
110		Friss		Scott				Geno		Michele	
111		gantos		kam				Gleissner		Chuck	
112		gargone		lisa				Glotsstein		Mark	
113		gauzza		keith				Goldschmeding		Josh	
114		Gelfo-Klein		Jason				Grande		Mike	
115		giebe		keith				Gresser		Rich	
116		gill		owen				Greulich		Ryan	
117		Glass		Rick				Griffith		David	
118		grammas		dave				Griffith		Denise	
119		Gregory		Todd				Grove		David	
120		griebahn		joshua				Gruenthal		Ivan	
121		griffin		kelly				Guggenheim		Paul	
122		Griffin		Tim				Gugino		Ann	
123		GRINWIS		CANDICE				Guyon		Wendy	
124		Gunson		R. Steve				Habel		Todd	
125		gurskey		joe				Hahn		Christal	
126		hammond		tracey				Halabi		Adam	
127		Hampshire		Tonya				Haley		Tom	
128		han		feng				Halliburton		Linda	
129		Harding		Jim				Hartke		Angie	
130		Harris		john David				Hawkins		Jeff	
131		Harvas		Barb				Hawks		Brad	
132		Harvilla		Mike				head		jody	
133		Haymann		Basil				Heinsohn		Cathy	
134		Hayward		Mike				Hemmen		Pam	
135		hegg		guy				Hennings		Dave	
136		helkenn		jason				Henry		Blake	
137		hendrickson		michael				Herthel		Todd	
138		HENKE		ADAM				Hinkle		Lori	
139		Henke		Alex				Hogan		Joey	
140		hennen		heather				Hopp		Jeff	
141		herbert		danielle				Hoskins		Lyndsey	

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2011 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
142		hesprich		tania				Howarth		Gail	
143		heysquierdo		rick				Humphrey		David	
144		higgins		nancy				huntley		bill	
145		Hight		Andrea				Ismail		Rocket	
146		Hinton		John				James		Jackie	
147		Hlavacek		Bonnie				James		Jackie	
148		Hobbs		Don				Janowski		Robin	
149		hoebeke		chuck				Johnson		Bryan	
150		Hough		Eric				Johnson		Dafe	
151		Hulick		Rob				Johnson		Mick	
152		Hunt		Matthew				Johnston		Ty	
153		huntemann		curt				Jones		Jonathan	
154		hynde		kathy				Jones		Maureen	
155		jahnel		ferdinand				Jones		Sean	
156		jahnel		ferdinand				Joyce		Daniel	
157		Jandrisits		Joe				Joyce		James	
158		jaworski		jill				Kampschnieder		Steve	
159		Jayjack		Dyan M				Keedy		Bob	
160		Jeltema		Patti				Kemnitz		Tim	
161		Jenkins		Chuck				Kemper		Mike	
162		johnson		dan				Kennedy		Pete	
163		Johnson		eric				Kerns		Dave	
164		Johnson		Nathan				Killian		Josh	
165		Johnson		Nathan				Klatt		Patrick	
166		jonson		betty				Kleffmann		John	
167		jonson		john				Klein		Dan	
168		jourdan		justin				Knall		Philip	
169		jugoon		peter				Kobelinski		Dave	
170		kajani		fahad				Kochmann		Rich	
171		Kamp		Michael				Kolata		Shane	
172		karis		Elizabeth				Konicek		Dan	
173		Kaye		Gregory B				Korba		Jeff	
174		keller		mary				Kraemer		Ross	
175		Kelly		James				Kreke		Patrick	
176		kennedy		scott				Kremer		Mike	
177		kesler		Jim				Krout		Dave	
178		kess		steve				Kubik		Chad	
179		kientzler		Gary S.				Kump		Sue	
180		killips		keith				Kump		Suzanne	
181		Knott		Maureen				Lamoda		Jeremy	
182		Komaroff		Stanley				Landeck		Richard	
183		Kondrad		Jim				Langer		Robert	
184		kottke		lisa				Larkin		Troy	
185		kralik		ron				Lathrope		Tina	
186		kroeger		dan				Lay		Graham	
187		Kuklinski		Greg				Lee		Sean	
188		IAL		Rakesh				Lee		Stephen	
189		lange		mary				Lemmon		Richard	
190		lavigna		bob				Lenard		Garry	
191		Leavitt		Alan				Lenth		Brad	
192		Lewis		Michele				Leski		Lee Ann	
193		Lewis		Michele				Lewis		Bill	
194		Lieberthal		Bruce				Liechty		Lyle	
195		liesz		robert				Liesemeyer		Jacob	
196		lingenfelder		ryan				Lindahl		Suzannah	
197		Link		Lorie				Link		John	
198		Lipp		Alan				Lionas		Jamie	
199		lipsig		bruce				Livengood		Carolyn	
200		Litteral		Shelley				Lohman		Greg	
201		lloyd		chris				Lomax		Bryan	
202		LoCastro		Jackie				Longanecker		Sarah	
203		lonberger		charlie				Lonier		Joe	
204		lotzer		patty				lunaas		chad	
205		Lubin		Laurel				Luyk		Barry	
206		Lungstrom		Chris				MacKay		Christine	
207		Lyga		Sam				Malecha		Kevin	
208		lyon		jessica				Mallegni		Tony	
209		Lyons		Carey				Mally		James	
210		macdonald		sandy				Mandell		Joel	
211		machnik		joann				Mannia		Kristen	
212		mader		tyler				Mans		Scott	

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2011 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
213		Madonia		Jessica				Marsh		Lori	
214		mandler		suzanne				Marsh		Ryan	
215		mann		jennie				Marten		Craig	
216		Mann		Sean				Martin		Grant	
217		manzo		joe				Martorelli		Jay	
218		Mariano		Don				Mattice		David	
219		marks		david				Mattix		Jennifer	
220		martin		artie				Matz		Luke	
221		martin		john				McClure		Renee	
222		martino		annette				McCracken		Spencer	
223		Martino		Don				McGlincy		Carrie	
224		mast		brian				McIntyre		Chuck	
225		matt		cindi				McKay		Matt	
226		matteo		Rob				McPherson		Laura	
227		mattila		tim				McQueen		Kim	
228		mazzuki		neal				Meeks		Robbie	
229		McGill		Chuck				Mehring		Steve	
230		McGuire		Jen				Mentzel		Steve	
231		McHugh		Lynne				Metzler		Tony	
232		McLaughlin		Beth				Meyer		Melanie	
233		McMahon		Beth				Mikkalsen		Renee	
234		Mcmillan		Don				Milojevic		Veronica	
235		mcMillan		timothy				Milosh		Gary	
236		McNulty		Kurt				Mislak		Dave	
237		McPartlin		Karen				moore		steve	
238		meek		andy				Morris		Mark	
239		meghdadi		tatia				Mothershead		Bob	
240		melgaard		ryan				Mullenbach		Mike	
241		Meiser		Todd				Musser		Brent	
242		meiser		todd				Nation		Michael	
243		miles		steve				Newman		Jerry	
244		Miller		Lisa				Nipper		Jason	
245		Miller		Robert				Norell		Joe	
246		minor		michael				O'Brien		Matt	
247		Minowitz		bob				O'Connor		Ryan	
248		Miranda		Rich				O'Donnell		Patrick	
249		mischker		michael				Oglesbee		Cathy	
250		Mlotek		Mark				O'Leary		John	
251		Mongan		tom				O'Leary		Rachael	
252		morris		steve				Osinski		Marissa	
253		morriasy		jim				Owens		Randy	
254		Muecke		Susanne				Park		Helen	
255		Muller		Hal				Paul		Nick	
256		murphy		james				Pearson		Marti	
257		Murphy		Tim				Pender		Mike	
258		myrick		jamie				Peterson		Kathy	
259		nimety		jim				Piotrowski		Andrew	
260		nimety		pat				Plamann		Rex	
261		niquette		chris				Plescia		James	
262		nolan		brian				Polito		Mark	
263		Nuss		Eric				Poor		Courtney	
264		OBERBECK		RICH				Pourney		Deb	
265		O'Brien		Steve				Pouti		Mark	
266		O'Connell		Kim				Quade		Adam	
267		o'leary		jonnifer				Rauser		Sandy	
268		o'loughlin		bryan				Rebholz		Kristy	
269		oltman		mark				Redifer		Dan	
270		Openshaw		Reece				Redifer		Dan	
271		Orr		John				Rehm		Rich	
272		Osborne		Joe				Reichel		Jeannie	
273		Owens		Brent				Reinhardt		Dan	
274		Paladino		Steven				Reynolds		Gregg	
275		Paoletti		Jules				Rogan		Tim	
276		Pascall-Seelal		Alana				Rogers		Michael	
277		paskott		frank				Rose		Christian	
278		patel		amyn				Rottar		James	
279		patel		poonam				Rozenberg		Mark	
280		Paul		Joe				Ruder		Dick	
281		penrose		michele				Rudloff		Dave	
282		Perez		Mya				Ruiz		Brenna	
283		peterson		brian				Runge		Tammy	

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**2011 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
284		Peterson	Chris					Sagastume		Remo	
285		petrovich	dan					Saltjera		John	
286		philhower	jim					Sammartino		Nicole	
287		piatchek	shaun					Sanok		Gary	
288		Picha	Kevin					Schmidt		Tierney	
289		pittman	brian					Schneider		Jason	
290		plummer	hazel					Schneider		Ryan	
291		Polad	Jayson					Schoenwalder		John	
292		Poole	Jerome					Scott		Rob	
293		Poole	Kim					Scruggs		Dan	
294		Poole	Kim M					Secor		Tom	
295		Porro	Michael					Serowski		Sharon	
296		preseau	cindy					Shah		Nehal	
297		Quadling	Henley					Sherman		Patty	
298		Quadling	Mark					Shewmaker		Greg	
299		quandt	greg					Siesel		Scott	
300		reed	miranda					Simmons		Lincoln	
301		reem	kevin					Simms		LeAnn	
302		reminga	bill					Sitzman		Katie	
303		reminga	tim					Skean		Kara	
304		Rollins	Kelly					Skogland		Mike	
305		Ropchan	Tim					Skrobowski		Tony	
306		roussel	matt					Smagala		David	
307		rovoil	jeff					Smarella		Tom	
308		Rozin	Rodi					Smurr		Mike	
309		Ruehrschneck	Dave					Smyth		Bernie	
310		Ryan	Denise					stark		Stefanie	
311		salani	steve					Sterns		Douglas	
312		sanchez	kevin					Stock		Lisa	
313		sandwith	bill					Stortzum		Aaron	
314		Santourian	Rick					Strohkirch		Patrick	
315		Schayowitz	Marty					Stroud		Jeremy	
316		schneider	annmarie					Sullivan		Tim	
317		schneider	bob					Sutton		Wilbur	
318		schneider	korena					Swift		Ryan	
319		schneider	tom					Thomas		Ed	
320		schramm	gavin					Thomas		Joe	
321		schultz	gerald					Tomasek		Melissa	
322		schwartzman	monica					Tomlin		Matt	
323		sella tunis	fanya					Trickey		Sean	
324		Semrow Casey	denise					Trotta		Mike	
325		Sennett	Dean					Vagena		Martin	
326		Severance	Dr. Gary					Vanamburg		Rona	
327		sexton	debra					VanAntwerp		Tom	
328		sexton	kim					Vee		Jaime	
329		Seymour	J.D.					Vennemann		Mike	
330		Shalhoop	Jack					Voitik		Carly	
331		sherman	jeff					Wahl		Adm	
332		shine	kerri					Walker		Mike	
333		Shoff	Lonnie					Wang		Chester	
334		Shooshanian	Margaret					Watren		David	
335		shumway	melanie					Weimerskirch		Bob	
336		sibley	kris					Westendorf		Jennifer	
337		Simon	Al					Wharff		Mike	
338		sivak	ernie					Whatley		Richard	
339		Skar	Tom					Williams		Brad	
340		smith	bill					Williams		Mike	
341		smith	eric					Wion		Shane	
342		smith	kimberly					Wise		Lois	
343		smith/souyias	erin					Wiseman		Gary	
344		soulek	michael					Wizner		Todd	
345		souyias	justin					Wold		Andy	
346		spencer	cory					Wolken		Anne	
347		stacey	diane					Wuebbels		Chris	
348		stahlheber	kristin					Wyland		Dan	
349		Staniszewski	Steve					Yamamoto		Matthew	
350		staub	robert					Yates		Tracey	
351		Steck	Dave					Yungner		Steve	
352		stenger	butch					Zeller		Robert	
353		sternberg	gavin					Zelsdorf		Steven	
354		STONE	DALYCE					Zhinin		Nancy	

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2011 MWM
 Exhibitor Personnel
 Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
355		streicher		patrick							
356		Subel		Gavin							
357		SUBEL		GAVIN							
358		Suh		Ed							
359		Sullivan		Tim							
360		swier		michelle							
361		tano		peter							
362		taylor		regina							
363		TCHOUPRAKOV		ANDREI							
364		thurn		patrick							
365		Toh		Phil							
366		Topf		Michael							
367		Torres		Deb							
368		tracy		jeff							
369		Trautman		Mike							
370		treanor		aaron							
371		Trumbo		Molly							
372		vallecillo		carlos							
373		VanderPloeg		Karla							
374		Vannatta		Butch							
375		VanVort		Bill							
376		varkonyi		gabor							
377		Wachter		Troy							
378		walker		jeff							
379		ward		pete							
380		Watson		Brian							
381		Weinstock		Norm							
382		Weller		Brandan							
383		Westfall		Natalie							
384		wethington		mark							
385		white		joel							
386		williams		andrea							
387		Williams		David							
388		williams		rick							
389		wind		chad							
390		winikoff		pamela							
391		Wisniewski		Frank							
392		witt		david							
393		Witters		Terri							
394		Wolf		Rudy							
395		wood		mike							
396		Woodriddle		Stephen							
397		wright		karen							
398		wright		mike							
399		Wyland		Daniel James							
400		Yost		Brian							
401		zack		michael							
402		Zauberaman		Howard							
403		Zdrojewski		Marc							
404		zebley		carey							
405		zyskowski		timmy							
406											
407											
408											
409											
		Company		Last Name		MI		First Name		Event Info	
		Henry Schein									
410		Practice Solutions									
411								McIntyre		Sherry	
412		Allsop		Micahel				McLeod		Carrie	
413		Baker-Cole		Heather				McMahon		Brandon	
414		Blair		Mary				Mears		Todd	
415		Bunker		Kevin				Mercer		Dennis	
416		Ciardello		Denise				Mercer		Erin	
417		Dart		Nick				Merlo		Tim	
418		Paradis		Tammy				Montagna		Pat	
419		Parry		Christi				Mutch		Andy	
420		Paskett		Frank				Organek		Chris	
421		Patel		Poonam				Orthaus		Casey	
422		Peterson		Brian				Paquette		Mike	
423		Peterson		Jeff				parker		karen	
424		Reed		Miranda				Perkins		Pam	
425		Roberts		Steve				Perrone		Justin	

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**2011 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
425		Sibley		Kris				Petrucci		Marcy	
426		Wanack		Janelle				Pierotti		John	
427		White		Joel				Pinello		Chris	
428		Zebley		Carie				Ringsdorf		Ted	
429								Rodwell		Todd	
430								salerno		phillip	
431								Skapyak		Heather	
432								Skulsky		Ted	
	Company	Last Name	MI	First Name	Event Info						
433	Burkhart Dental							Smith		Samantha	
	Supply							Stella		Pat	
434		Erickson		Nichole				Stella		Patricia	
435		Flansburg		Melissa				Stoltz		John	
436		Giro		Kip				Strassler		Howard	
437		Harper		Chuck				Swanson		Eric	
438		Inman		Kathy				Swartout		Jack	
439		Lundgren		Donelle				Testerman		Jared	
440		Madsen		Russ				Thomas		Andy	
441		McElaney		Michael				Thorndill		Jim	
442		Norton		Michael				tcbroxen		don	
443		Reece		Jeff				Walker		Gary	
444		Ritsema		Jerry				Wardle		Stacy	
445		Trehus		Paul				Witt		Amanda	
446								Wood		Eric	
447								Zech		Shawn	
448											

2012 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
1	Company	Last Name	MI	First Name	Event Info		Company	Last Name	MI	First Name	Event Info
2	Henry Schein Dental						Patterson Dental Supply, Inc.				
3		A. Challed		Carol				Abruzzo		Nick	
4		Aalto		George				Adyniec		Jim	
5		ACKERET		KEVIN				Alsrige		Mark	
6		Acquafredda		Rita				Ames		Mark	
7		Aho		Eric				Anderson		Jon	
8		Aho		Eric				Anderson		Kim	
9		ALBRIGHT		TERRY				Anderson		Michelle	
10		alfaia		kathy				Anderson		Scott	
11		Alfreno		Lauren				Angstman		Jane	
12		Allen		Brian				Armour		Kyle	
13		Allsop		Michael				Ashton		Lori	
14		ALPERN		ERIC				Bahr		Tim	
15		Alpern		Eric				Balio		John	
16		ANDERSON		LYNN				Barbagallo		Steve	
17		Andrade		Victor				barratt		john	
18		ANSELL		NATHAN				Behling		Bob	
19		APPEL		RON				Belzer		Rob	
20		Arakelian		Christine				Benecke		Jeanne	
21		Arnold		Larry				Bentley		Megan	
22		Bailey		Elizabeth				Berghoff		Jana	
23		Baker-Cole		Heather				Bettencourt		John	
24		balinski		bill				Bickel		William	
25		Bangerter		Howard				Blake		Lynn	
26		Banks		Riley				Blickem		Darrin	
27		BARTSCH		RON				Bodi		Andrea	
28		basilone		todd				Borries		Dianna	
29		BATLEY		PAUL				Bradburn		Kim	
30		Baucom		Jon				Brandt		Marlynn	
31		Bauer		Scott				Branson		Jon	
32		beck		charleen				Braun		Andy	
33		Bedford		Jason				Brazelton		Kevin	
34		BEECH		SCOTT				Broderson		Vickie	
35		BEIRICH		DAVID				Brooks		Chris	
36		Bell		Chris				Brown		Andy	
37		BENGTSON		SHAWN				Brown		Brian	
38		BERGMAN		STAN				Broyles		James	
39		BERKEY		PAUL				Brummer		Charmen	
40		biederman		clayton				Buck		Lee	
41		Binion		Chris				Buckman		Jeff	
42		Birkin		Anita				Buehnerkemper		Chad	
43		BIRKLEY		JUSTIN				Bumgarner		Brant	
44		Boese		Audrey				Buschbacher		Mark	
45		BORESI		JOHN				Cacciatore		Joanne	
46		Bradley		Noah				Callon		Dean	
47		BRESLAWSKI		JIM				Capranos		Calvin	
48		Britt		Terri				Carl		Dave	
49		Brockman		Joe				Carmody		Brad	
50		Brous		David				Catanzaro		Phil	
51		Brown		Al				Chadd-Peter		Deborah	
52		Buddrus - Breil		Peter				Chanberlain		James	
53		BUNKELMAN		CRAIG				Chapple		jon	
54		Bunkor		Kevin				Clair		Ed	
55		Burkart-Christian		Barbara				Clancy		Desmond	
56		Burnett		John				Clerly		Ryan	
57		Burniston		Kevin				compau		Steven	
58		BUSHONG		BOBBY				Connolly		Brian	
59		BUTLER		LEROY				Connors		Steve	
60		Cahill		Barbara				Coppens		Rick	
61		Calcagno		Anthony				Cotter		Paul	
62		Calder		Tom				Couch		Brett	
63		calverley		brian				Crandles		Gerry	
64		CAPOTS		MARC				crowley		jim	
65		Carr		Ryan				Crowley		Pat	
66		CARTER		STEVE				Crumpley		Matt	
67		Cayse Bridge		Gayle				Cunningham		Dawn	
68		Chala		Mirna				Dagher		Norm	
69		CHANDLER		TIM				Day		Alene	
70		Chatham		Jeff				Day		Mike	

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2012 MWM
Exhibitor Personnel
Bencko, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
71		CHATHAM	JOHN					De Boer		Margaret	
72		Chavira	Brandon					DenBraber		Michael	
73		Chobanoff	Maureen					Derus		Al	
74		CHRISTENSEN	KATHY					Dervenis		Teri	
75		Christian	Russell					Desjardins		Andre	
76		Church	Zack					devoe		ken	
77		Ciardella	Denise					Dodson		Mike	
78		CLEARY	SHAWN					Downer		Jeff	
79		Cloonan	Darlene					Drummonds		Tom	
80		COHEN	ALAN					Duke		Dan	
81		Collington	Beth					Dumais		Alain	
82		Colvin	Todd					Dunahoo		Mike	
83		COOK	CARI					duncan		kirsten	
84		Cook	Can					Easty		Dan	
85		Cook	Can					Eirod		Cameron	
86		CORDER	BRADLEY JAMES					Endresen		Angelina	
87		COTTRELL	KELLEN					Eoriatti		Christie	
88		Covey	Mike					Evans		Brian	
89		Cox	Anne					Evans		Terry	
90		COX	JOHN					Fabian		Rick	
91		Crawford	Kevin					Fehling		Christian	
92		Crawford	Mitch					Feldhake		Matt	
93		Croney	Ken					Files		Darlene	
94		Culp	Lee					Fiscus		Dave	
95		DAHM	ED					Fish		Dwight	
96		DAILEY	AMY					Frederick		Jim	
97		Dalton	Dennis					Funneman		Lori	
98		Daugherty	Sheri					Gagnon		Mary Louise	
99		Daughtery	Sheri					Gaines		Chris	
100		Dean	Joe					Gardner		Cory	
101		Dean	Tammy					Geno		Michele	
102		Deiter	Mark					Gleissner		Chuck	
103		DELANDER	CLINT					Goin		Michelle	
104		DeMark	John					Goldschmeding		Josh	
105		Devaney	Kathy					Gordon		Steve	
106		devoe	gayle					Gosselin		Denis	
107		DIAZ	JOE					Grade		Mike	
108		doedens	michael					Greulich		Ryan	
109		Doherty	Kevin					Griffith		David	
110		DORRIS	APRIL					Griffith		Denise	
111		DRAWER	KEITH					Griffith		Jeffrey	
112		Durante	Rhonda					Grove		Dave	
113		EBERSOLD	MARK					Grover		Darryl	
114		Eggett	Kent					Guarke		Mike	
115		EGGLESTON	KENT					Guggenheim		Paul	
116		ELIAS	KEN					Gugino		Ann	
117		Emig	Andreas					Gustafson		Julie	
118		ENDERLE	DAVID					Habel		Todd	
119		ERICKSON	NICK					Halabi		Adam	
120		EVENSON	MATT					Halliburton		Linda	
121		Everist	Donald					Hamm		Ranell	
122		Farley	Joseph					Hartke		Angie	
123		FELDNER	SUSAN					Hawkins		Jeff	
124		Ferber	Curtis					Hawks		Brad	
125		Ferone	John					hayward		daniel	
126		Feye	Dan					Heinsohn		Kathy	
127		Fincher	Jimmy					Hemmen		Pam	
128		FINLEY	JERMICHAEL					Hennings		Dave	
129		Fiorini	Carl					herbert		michael	
130		Foley	Randy					Herthel		Todd	
131		Gadd	Tom					Hinkle		Lori	
132		GANTOS	KAM					Hinkle		Sabrina	
133		Gantos	Michael					Hodgson		Laura	
134		Gauzza	Keith					Hoffman		Kevin	
135		gecewicz	chris					Hogan		Joey	
136		Geever	Audra					Hollink		Jonathon	
137		GELFO-KLEIN	JASON					Hopp		Jeff	
138		Giebe	Keith					Hughes		Daniel	
139		Glass	Rick					Hultgren		Brian	
140		Gorgone	Lisa					Humphrey		David	
141		GOTTLANDER	ROBERT					Hunter		Pierre	

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2012 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
142		grammas		dave				Huntley		Bill	
143		GREGORY		TODD				Johnson		Bryan	
144		GRIFFIN		TIM				Johnston		Ty	
145		Grinwis		Candice				Jones		Maureen	
146		GUNSON		R. STEVE				Jones		Sean	
147		Gutroff		George				Joyce		Daniel	
148		Halsell		Shanna				Joyce		James	
149		Hammon		Jimmie				Kampschnieder		Steve	
150		HAMMOND		TRACEY				Keedy		Bob	
151		HARDING		JIM				Kemper		Mike	
152		Harris		John David				Kems		Dave	
153		HARVILLA		MIKE				Killian		Josh	
154		HASKETT		MIKE				Klatt		Patrick	
155		HAVAS		BARB				Kleffman		John	
156		Hawkins		Ashtyn				knall		phil	
157		HAYWARD		MIKE				Kobelinski		Dave	
158		HEGG		GUY				Kochmann		Rich	
159		heldt		dave				Kolata		Shane	
160		helkenn		jason				Konicek		Dan	
161		HENDRICKSON		MICHAEL				Korba		Jeff	
162		Hennen		Heather				Kraemer		Ross	
163		Hernandez		Valerie				Kreke		Patrick	
164		Heysquierdo		Rick				Krout		Dave	
165		Higgins		Nancy				Kubik		Chad	
166		HIGHT		ANDREA				Kump		Suzanne	
167		Hildebrand		Bill				Kump		Suzanne	
168		Hinsch		Paul				Lamoda		Jeremy	
169		HINTON		JOHN				Landeck		Richard	
170		HOBBS		DON				Langer		Rob	
171		HOEBEKE		CHUCK				Larkin		Troy	
172		Hough		Eric				LeCount		Jeanne	
173		houser		gary				Lee		Sean	
174		Howard		Straton				Lee		Stephen	
175		Huber		Ashley				Lenard		Garry	
176		HUDY		PATTY				Lenth		Brad	
177		Hughes		Deric				Leski		Lee Ann	
178		HUGHSTON		LYNNE				Lewis		Bill	
179		HULICK		ROB				Liesemeyer		Jacob	
180		Hunt		Matt				Lindahi		Suzannah	
181		IWINSKI		JAMES				Link		John	
182		Jacks		Jodi				Lohman		Greg	
183		Jackson		Poonam				Lomax		Bryan	
184		Jahnel		Ferdinand				London		Steven	
185		JANDRISITS		JOE				Longin		Max	
186		Jantzer		Andrea				Longin		Serge	
187		jaworski		chriissy				Ionier		joe	
188		Jaworski		Jill				Luyk		Barry	
189		Jeltema		Patti				MACE		JAMIE	
190		JENKINS		CHUCK				Malecha		Kevin	
191		Johnson		Dan				Mallegni		Tony	
192		Johnson		Eric				Mandell		Joel	
193		JOHNSON		NATHAN				Mannia		Kristen	
194		jourdan		justin				Mans		Scott	
195		Jugoon		Peter				Mansfeild		Anne	
196		Kajani		Fahad				Marsh		Kelli	
197		KAMP		MICHAEL				Marsh		Lori	
198		KAYE		GREGORY B				Marten		Craig	
199		KELLY		JAMES				Martin		Grant	
200		KESLER		JIM				Mattix		Jennifer	
201		KESS		STEVE				McCracken		Spencer	
202		Kientzler		Gary				McGiircy		Carrie	
203		KIENTZLER		GARY				McIntyre		Chuck	
204		Killips		Keith				McKay		Matthew	
205		Kissin		Andrew				McMahon		April	
206		KNOTT		MAUREEN				McQueen		Kim	
207		KOMAROFF		STANLEY				Meeks		Robbie	
208		KOMB		DON				Metzler		Tony	
209		KOMB		KATHY				Meyer		Melanie	
210		KOMB		MATTHEW				Mielzarek		Andrew	
211		KOMB		MICHAEL				Milojevic		Veronica	
212		KONDRAD		JIM				milosh		gary	

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**2012 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
213		Kottke	Lisa					Misiak	Dave		
214		Kralik	Ron					Mitchell	Bob		
215		krause	jason					Moore	Steve		
216		KROEGER	DAN					Moss	Kelly		
217		KUKLINSKI	GREG					Mueffenbach	Mike		
218		Lamour	Joe					Murdoch	Dale		
219		Larsen	Daniel					Nation	Michael		
220		Lavigna	Bob					Nelson	Travis		
221		LEAVITT	ALAN					Neuwoehner	Ryan		
222		Lettieri	Paul					Norell	Joe		
223		LEWIS	MICHELE					Nozdrin	Alex		
224		Lewis-Welner	Michele					Nudel	Alex		
225		LIEBER	JENNIE					O'Brien	Matt		
226		LIEBERTHAL	BRUCE					Occhipinti	Rich		
227		Liesz	Robert					Ochs	Leslie		
228		LINGERFELTER	RYAN					O'Connor	Ryan		
229		LINK	LORIE					O'Donnell	Patrick		
230		Lipp	Alan					Oglesbee	Cathy		
231		Lipsig	Bruce					O'Leary	John		
232		Lloyd	Chris					O'Leary	Rachel		
233		LoCastro	Jacqueline					Ortinau	Steven		
234		lohmeier	jim					O'Shaunessy	Tim		
235		Lowe	Donna					Owens	Randy		
236		LUBIN	LAUREL					Paul	Nick		
237		Lubin	Laurel					Pender	Mike		
238		LUNGSTROM	CHRIS					Piotrowski	Andrew		
239		LYGA	SAM					Plamann	Rex		
240		Lyons	Carey					Plasch	Matthew		
241		Lyons	Jessica					Plescia	James		
242		Madonia	Jessica					Polito	Mark		
243		Malach	Nicole					Poor	Courtney		
244		Mandler	Suzanne					Poumey	Debra		
245		MANN	SEAN					Pouli	Mark		
246		Marcum	Erin					Pruett	Tammie		
247		MARIANO	DON					Quade	Adam		
248		Marks	David					Rauser	Sandra		
249		MARTIN	ARTIE					Rebholz	Kristy		
250		Martin	John					Redifer	Danial		
251		Martinez	Kim					Rehm	Rich		
252		MARTINO	ANNETTE					Renfro	Valerie		
253		mast	brian					Robinson	Deborah		
254		Matt	Cindi					Rogan	Tim		
255		Mattila	Tim					Rogers	Mike		
256		MCGILL	CHUCK					Rose	Christian		
257		McGonigal	Kelly					rose	douglas		
258		MCGUIRE	JEN					Rottar	James		
259		MCHUGH	LYNNE					Ruder	Dick		
260		McLaughlin	Beth					Rudloff	Dave		
261		MCPAHON	BETH					Ruiz	Brenna		
262		McNeal	Aimee					Saltijeral	John		
263		MCNULTY	KURT					sammartino	Nicole		
264		MCPARTLIN	KAREN					Sanford	Randy		
265		meadows	jake					Sanok	Gary		
266		Meghdadi	Tatia					Schmidt	Tierney		
267		meindl	tim					Schneider	Jason		
268		Melgaard	Ryan					Schneider	Ryan		
269		Mesler	Todd					Schoenwalder	John		
270		Meuchner	Gerard					Schwarz	Rick		
271		Miller	Robert					Schwieso	Curt		
272		MINOR	MICHAEL					Scock	Brenda		
273		MINOWITZ	BOB					Scruggs	Dan		
274		Miranda	Rich					Shah	Nehal		
275		MISCHKER	MICHAEL					Sherman	Patty		
276		MISKOW	TONY					Shewmaker	Greg		
277		Mlotek	Mark					shults	tom		
278		Molloy	Mike					Simmons	Lincoln		
279		Monaco	Patricia					Simms	LeAnn		
280		MONGAN	ELIZABETH					Sitzman	Katie		
281		MONGAN	TOM					Skean	Kara		
282		Moore	Ben					Skoglund	Mike		
283		Morris	Steve					Skrobowski	Anthony		

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2012 MWM
 Exhibitor Personnel
 Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
284		Morrissy		Jim				Smarella		Tom	
285		Muecke		Susi				Smurr		Mike	
286		MULLER		HAL				Stacker		Ed	
287		MULLER		HAL				Stark		Stefanie	
288		Nierman		Jon				Stewart		Greg	
289		NIMETY		JIM				Stock		Lisa	
290		Nolan		Brian				Strohkirch		Patrick	
291		OBERBECK		RICH				Stroud		Jeremy	
292		OBRIEN		STEVE				Sullivan		Tim	
293		O'Connell		Kim				Sutton		Wilbur	
294		OLEARY		JENNIFER				Swartz		Kevin	
295		O'Loughlin		Bryan				Sweeney		Shannon	
296		Oltman		Mark				Swift		Ryan	
297		Orr		John				Tanner		Danielle	
298		Osborne		Joe				Techar		Joe	
299		pacini		gloria				Tentler		Dewayne	
300		PAOLETTI		JULES				Thomas		Joe	
301		PAOLETTI		JULES				Thompson		Dan	
302		park		neil				Thornton		Keith	
303		Parr		Candi				Thornton		Peggy	
304		PASCALL-SEELAL		ALANA				Tomasek		Melissa	
305		Paskett		Frank				Tuazon		Renee	
306		Penrose		Michele				Tueth		Patrick	
307		perrill		dave				VanAmburg		Rona	
308		Peterson		Brian				VanAntwerp		Tom	
309		PETERSON		CHRIS				Vaughn		Joe	
310		petrovich		dan				Vee		Jamie	
311		Philhower		Jim				Venneman		Mike	
312		Piatchek		Shaun				Voitik		Carly	
313		PICHA		KEVIN				Wahl		Adam	
314		PLUMMER		HAZEL				Walker		Mike	
315		POOLE		JEROME				Ward		Ben	
316		POOLE		KIM M				Warmuth		Justin	
317		PORRO		MICHAEL				washburn		steve	
318		Preseau		Cindy				Watkins		Regina	
319		Quadling		Henley				Weiland		Renee	
320		Quadling		Mark				Weinerskirch		Bob	
321		Rahman		Mark				Weinkein		Tracy	
322		REDFORD		ROBERT				Westendorf		Jennifer	
323		REECE		PAM				Wharff		Mike	
324		Reed		Miranda				Williams		Brac	
325		Reem		Kevin				Wion		Shane	
326		REMINGA		BILL				Wise		Lois	
327		Reminga		Tim				Wiseman		Gary	
328		ROBERTS		STEVE				Wizner		Todd	
329		ROGERS		AARON				Wold		Andy	
330		Rogers		Colan				Wolken		Anne	
331		ROLLINS		KELLY				Worman		Jill	
332		Rothschild		Scott				Wuebbels		Chris	
333		ROUSSEL		MATT				Yungner		Steve	
334		ROWLEY		AARON				zappala		todd	
335		ROZIN		RODI				Zeller		Robert	
336		RUEHRSCHECK		DAVE				Zelsdorf		Steve	
337		SALANI		STEVE							
338		Sanchez		Kevin							
339		Sanders		Scott							
340		SANTOURIAN		RICK							
341		Schayowitz		Marty			Company	Last Name	MI	First Name	Event Info
342		SCHNEIDER		ANNMARIE			Benco Dental				
343		Schneider		Bob				Austin		Bill	
344		Schneider		Kory				Bingaman		Brad	
345		Schramm		Gavin				Blakeslee		Don	
346		Schultz		Jerry				Bock		Chuck	
347		Schwartzman		Monica				Browne		Sally	
348		Seaberg		Eric				Bunn		Johnny	
349		Semrow Casey		Denis				Capozzi		Christine	
350		Sennett		Dean				Catalano		Christine	
351		Severance		Gary				Cohen		Chuck	
352		Sexton		Kim				Cohen		Rick	
353		SHALHOOP		JACK				Cole		Dan	
354		Sheets		Todd				Cole		Phil	
								Courtney		Nathan	

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2012 MWM
Exhibitor Personnel
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	A	B	C	D	E	F	G	H	I	J	K
355		Sherman		Jeff				Donnellan		Dominic	
356		SHOFF		LONNIE				Ellis		Lou	
357		Shook		Matt				Enneking		Lisa	
358		SHOOSHANIAN		Margaret				Evans		Heather	
359		Shuff		Jessi				Fagundes		Bill	
360		Shumway		Melanie				Franklin		Justin	
361		siller		gail				Gilligan		Nicole	
362		silvas		casey				Giovanelli		Mario	
363		SIMON		AL				Goodman		Mike	
364		sivak		emie				Gordon		Chad	
365		SMITH		BILL				Guenterberg		Evie	
366		Smith		Kimberly				Harlett		John	
367		SOUYIAS		ERIN				Herbig		Steve	
368		souyias		justin				Hicks		Tony	
369		Stahlheber		Kristin				Holdheide		Lisa	
370		STANISZEWSKI		STEVE				Huber		Jennifer	
371		STECK		DAVE				Huber		Mitch	
372		Stember		Dustin				Itterly		Jill	
373		STENGER		BUTCH				Jackson		Paul	
374		Straight		Tammy				Jacobs		David	
375		STREICHER		PATRICK				Jankauskas		Chris	
376		Subel		Gavin				Johnstone		Julie	
377		Suh		Edmund				Knauer		Jason	
378		SULLIVAN		SHELLEY				Knight		Tim	
379		Sullivan		Shelly				landis		ellen	
380		SULLIVAN		TIM				Lee		Ken	
381		Sutton		Rachael				Liddell		Threasa	
382		Swier		Michelle				Lounsbury		Mark	
383		TAYLOR		REGINA				Lovins		Rick	
384		Taylor		Shaun				Mancus		John	
385		Thom		Christy				marinko		jay	
386		THOMPSON		JOHN				Marinko		Jay	
387		Thornton		Kim				McElaney		Mike	
388		TIPTON		SUSAN				McMahan		Brandon	
389		Toh		Phil				Mears		Todd	
390		Topf		Mike				Mercer		Erin	
391		Torres		Deb				Merlo		Tim	
392		TRACY		JEFF				Meyers		Mike	
393		TRAUTMAN		MIKE				miller		Randi	
394		truit		ashley				Montagna		Patrick	
395		Tuttle		Don				Mutch		Andy	
396		Van Vort		Bill				Orgenek		Chris	
397		VANDERPLOEG		KARLA				owens		brent	
398		VANNATTA		BUTCH				Parker		Karen	
399		Varkonyi		Gabor				Perkins		Pam	
400		Vassallo		Susan				Pierotti		John	
401		Vestal		Sandy				Pinello		Christopher	
402		Viscomi		Gina				Polad		Jayson	
403		visser		anton				Redmond		Phil	
404		WALKER		JEFF				Ring		Blake	
405		Waish		Marguerite				Ringsdorf		Ted	
406		Wanack		Janelle				Rodwell		Todd	
407		Ward		Pete				Rogin		Steve	
408		WATSON		BRIAN S				Rotter		Lisa	
409		WEINSTOCK		NORM				Schaal		Todd	
410		WELLER		BRANDAN				Skulsky		Ted	
411		WERNER		CONNIE				Smith		Sam	
412		Werten		Anja				Stella		Patricia	
413		WEST		MARY				Stoltz		John	
414		Westfall		Natalie				Swanson		Eric	
415		White		Joel				Swartout		Jack	
416		Williams		Andrea				Testerman		Jared	
417		WILLIAMS		DAVID				Thomas		Andy	
418		Williams		Rick				Thomdill		Jim	
419		WISNEWSKI		FRANK				Thomdill		Jim	
420		WITT		DAVID				Tobroxen		Don	
421		WITTERS		TERRI				Wind		Chad	
422		Wood		Jay				Wood		Eric	
423		Wood		Mike				yarroll		doug	
424		WOOLDRIDGE		LUCAS				Zimmerman		Ann	
425		WOOLDRIDGE		STEPHEN							

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2012 MWM
 Exhibitor Personnel
 Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
426		Wrapp		Chris							
427		WRIGHT		DEANNA							
428		Wright		Mike							
429		Wyland		Dan							
430		YLLANES-DELSHAD		MARY-ELLEN							
431		YOST		BRIAN							
432		ZACK		MICHAEL							
433		Zauberman		Howard							
							Company	Last Name	MI	First Name	Event Info
434		Zautke		Steve			Burkhart Dental				
							Supply				
435		ZDROJEWSKI		MARC				Biersack		Greg	
436		Zebley		Carey				Campen		Cary	
437		Zins		Ken				Connor		Jim	
438		Zollinger		Stefan				Isbell		Lori	
439		ZYSKOWSKI		TIMMY				Marshall		Rob	
440								Norton		Michael	
441								Reece		Jeff	
442								Sundheimer		Bill	
443								Tweed		Ben	
		Company		Last Name		MI		First Name		Event Info	
		Henry Schein									
		Professional Practice									
		Transitions									
444								Wade		Nicole	
445		Brown		Al				Wade		Nicole	
446		Drayer		Keith							
447		Hardee-Parker		Barbara							
448		Heller		Gene							
449		Jonson		John							
450		Lesta		Kendra							
451		Paul		Joe							
452		Schaeffler		Rich							
453		Wright		Deanna							

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 Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
1	Company	Last Name	MI	First Name	Event Info		Company	Last Name	MI	First Name	Event Info
2	Henry Schein Dental						Patterson Dental Supply, Inc.				
3		Abrahams		Nadia				Abruzzo		Nick	
4		Abrams		Jack				Adams		Stewart	
5		Acquafrredda		Rita				Adyniec		James	
6		Adams		Shane				Anderson		Kim	
7		Aho		Eric				Anderson		Michelle	
8		Albright		Terry				Anderson		Scott	
9		Aifreno		Lauren				Andrews		Alex	
10		Allen		Brian				Armstrong		Steve	
11		Alpern		Eric				Armstrong		Steve	
12		Anderson		Lynn				Ashton		Lori	
13		Anderson-Lange		Jill				Bahr		Tim	
14		Andrade		Victor				Bailey		Gary J	
15		Ansell		Nathan				Balanoff		William	
16		Antoniou		Greg				Beach		Jon	
17		Armstrong		David				Beavers		Connie	
18		Ashton		Noeleen				Behling		Bob	
19		Astle		Michael				Beizer		Rob	
20		Baker-Johnson		Jennifer				Bentley		Megan	
21		Balinski		Bill				Berghoff		Jana	
22		Bailon		Rich				Bettencourt		John	
23		Barringer		Jay				Bever		Denise	
24		Barry		Matt				Bickel		Bill	
25		Bartsch		Ron				Biggs		Jay	
26		Basilone		Todd				Billings		Steve	
27		Batley		Paul				Blosser		Sheila	
28		Baucom		Jon				Borries		Dianna	
29		Bauer		Scott				Bradburn		Kim	
30		Beech		Scott				Brandt		Marilyn	
31		Beirich		David				Branson		Jon	
32		Bell		Scott				Braun		Andy	
33		Bengston		Shawn				Broderson		Vickie	
34		Bergman		Stan				Brooks		Chris	
35		Berkey		Paul				Brown		Brian	
36		Birkley		Justin				Broyles		James	
37		Black		Eric				Buck		Lee	
38		Blair		Mary				Buckman		Jeff	
39		Blaser		Marc				Buehnerkemper		Chad	
40		Boese		Audrey				Bumgarner		Brant	
41		Bollmann		Mark				Bunton		Elizabeth	
42		Bonafede		Russ				Cacciatore		Joann	
43		Borders		Carolynne				Cacciatore		Rick	
44		Bordewyk		David				Capranos		Calvin	
45		Boresi		John				Carl		Dave	
46		Boyd		Donald				Carmody		Brad	
47		Bravo		Andre				Carson		Elliott	
48		Breslawski		Jim				Catanzaro		Phil	
49		Brockman		Joe				Chapple		John	
50		Broderick		Patrick				Clair		Ed	
51		Brody		Alex				Clery		Ryan	
52		Brous		David				Compau		Steven	
53		Brown		Al				Condrey		Kathy	
54		Brown		Barb				Connolly		Brian	
55		Brown		Russel				Connors		Steve	
56		Buddrus-Breil		Peter				CONRAD		Matt	
57		Bukart Christian		Barbara				Cotter		Paul	
58		Bunkelman		Craig				Couch		Brett	
59		Bunker		Kevin				Counts		Tony	
60		Burnett		John				Crandall		Denise	
61		Burnham		Rhett				Crowley		Jim	
62		Burniston		Kevin				Crumpley		Matt	
63		Bushong		Robert				Cuevas		Sergio	
64		Calverley		Brian				Cunningham		Dawn	
65		Capots		Marc				Dagher		Norm	
66		Caraminas		Melissa				Day		Mike	
67		Carbacio		Jim				DeBoer		Margaret	
68		Carlson		Natalie				Delbianco		Mike	
69		Carr		Ryan				DenBraber		Michael	

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**2013 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
70		Carter		Jedd				DenBrabor		Michael	
71		Carter		Jedd				Dervenis		Teri	
72		Carter		Steve				DeVoe		Ken	
73		Casey		Denise				Dodson		Mike	
74		Caulfield		Tom				Dotta		Nancy	
75		Cayse Bridge		Gayle				Downer		Jeff	
76		Chala		Mirna				Dunahoo		Mike	
77		Challed		Carol				Easty		Dan	
78		Chandler		Tim				Elie		Linda	
79		Chatham		John				Ellich		Kevin	
80		Christensen		Kathy				Ellis		Steve	
81		Christopher		Matthew				Elrod		Cameron	
82		Ciardello		Denise				Emberton		Eric	
83		Cleary		Shawn				Endresen		Angelina	
84		Cochran		Grady				Erfourth		Matt	
85		Cohen		Roberto				Fabian		Rick	
86		Collington		Beth				Fehling		Christian	
87		Colvin		Todd				Feist		Chris	
88		Cook		Cari				Files		Darlene	
89		Cook		Valerie				Fish		Dwight	
90		Corcoran		Mike				Fotineas		Tina	
91		Corder		Brad				Frederick		Jim	
92		Cottrell		Kellen				Fruchtl		Ted	
93		Cox		John				Gaines		Christopher	
94		Crawford		Kevin				Gardner		Cory	
95		Crawford		Mitch				Gaurke		Mike	
96		Crony		Ken				Geno		Michele	
97		Dahm		Edward				glavinich		david	
98		Dailey		Amy				Goin		Michelle	
99		Dalton		Denny				Goldschmeding		Josh	
100		Dean		Tamela				Gordon		Steve	
101		DeArment		Danielle				Graziano		Don	
102		Deger		Chris				Groulich		Ryan	
103		Delander		Clinton				Griffith		Denise	
104		DeMark		John				Grove		Dave	
105		DeRoss		Robert				Grove		Dave	
106		Devaney		Kathy				Grover		Darryl	
107		Diaz		Joe				Guffey		Lance	
108		Dobay		Catherine				Guggenheim		Paul	
109		DOHERTY		kevin				Gugino		Ann	
110		DOUDON		JENNIFER				Gustafson		Julie	
111		Dowd		Matt				Haas		Darrell	
112		Dowe		Bill				Habel		Todd	
113		Ede		Jeff				Halabi		Adam	
114		Elborne		Cy				Hamm		Kyle	
115		Elias		Ken				Harris		Kevin	
116		Elliott		Brett				Hawkins		Jeff	
117		Enderle		David				Hawks		Brad	
118		Esler		Kristen				Head		Jody	
119		Evonson		Matt				Heinsohn		Cathy	
120		Everist		Scoop				Helder		Don	
121		Ferber		Curtis				Hemmen		Pam	
122		Ferone		John				Hennings		Dave	
123		Feye		Danny				Hernandez		Bobby	
124		Fiorini		Carl				Herthel		Todd	
125		Foley		Randy				Hiney		Kevin	
126		Gaimli		Yusuf				Hodgson		Laura	
127		ganne		marianne				Hoffman		Kevin	
128		Gantos		Kam				Hogan		Joey	
129		Gauzza		Keith				Holkenbrink		Debbie	
130		Gecewicz		Chris				Horvath		Mary	
131		geever		Audra				Howarth		Gail	
132		Gelfo-Klein		Jason				Hughes		Dan	
133		Gerboth		Brett				Humphrey		David	
134		Gertz		Patrick				Jambor		Mike	
135		Gessman		Roy				Janowski		Robin	
136		Giebe		Keith				Jimenez		Alex	
137		Giguere		Vincent				Johnson		Bryan	
138		Girimonte		Danielle				Jones		Jonathan	
139		Glass		Rick				Jones		Maureen	
140		Goldfarb		Scott				Jorgansen		Connor	

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Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
141		Goodman	Jeff					Joyce		Dan	
142		Gorgone	Lisa					Joyce		Jim	
143		Gottlander	Robert					Kampschnieder		Steve	
144		Grammas	Dave					Kardel		Liz	
145		Graversen	Scott					Kaylor		Brent	
146		Gregory	Todd					Keedy		Bob	
147		Griffin	Tim					Kemper		Mike	
148		Grinwis	Candice					Kennedy		Pete	
149		Gunson	R Steve					Kems		Dave	
150		Gultroff	George					Killian		Josh	
151		Hammermeister	Rebecca					Klatt		Patrick	
152		Hammon	Jimmie					Kieffman		John	
153		Hand	Jeff					KNALL		pHIL	
154		Hansel	Joseph					Kobelinski		Dave	
155		Harding	Jim					Kolata		Shane	
156		Harper	Derek					Konicek		Dan	
157		Hartke	Ryan					Korba		Jeff	
158		Harvilla	Mike					Kraemer		Ross	
159		Haskett	Mike					Kreke		Patrick	
160		Hayward	Mike					Kump		Suzanne	
161		Hegg	Guy					Kump		Suzanne	
162		Hein	Derek					Laird		Deborah	
163		Heldt	Dave					Lake		Rich	
164		Helkenn	Jason					Landeck		Rich	
165		Hendrickson	Michael					Larkin		Troy	
166		Herbert	Danielle					LeCount		Jeanne	
167		Higgins	Nancy					Lee		Sean	
168		Hight	Andrea					Lee		Stephen	
169		Hildebrand	Bill					Lenard		Garry	
170		Hinsch	Paul					Lensing		Bill	
171		Hirsch	Mike					Lewsadder		Suzanne	
172		Hobbs	Don					Lichner		Jeffrey	
173		Hoebeke	Chuck					Liesemeyer		Genevieve	
174		Hoerstmann	Teri					Liesemeyer		Jacob	
175		Houser	Gary					Lindahl		Suzannah	
176		Hufford	Garrett					Link		John	
177		Hulick	Robert					Lohman		Greg	
178		Hunt	Matthew					Lomax		Bryan	
179		Jack	Samantha					London		Steven	
180		jacks	jodi					London		Steven	
181		James Corder	Bradley					longin		serge	
182		Jandrisits	Joe					Luyk		Barry	
183		Jantzer	Andrea					Mackay		Chrissy	
184		Jaworski	Chrissy					Malecha		Kevin	
185		Jaworski	Chrissy					Mallegni		Tony	
186		Jayjack	Dyan					Mandell		Joel	
187		Jeltema	Patti					Mannia		Kristen	
188		Jenkins	Chuck					Mans		Scott	
189		Jiminez	JR					Marsh		Kelli	
190		Johel	Bill					Marsh		Lori	
191		johnson	dan					Martin		Craig	
192		Johnson	Eric					Martin		Grant	
193		Johnson	Nathan					Martin		Matthew	
194		Johnston	PJ					Mattix		Jennifer	
195		Jones	Anthony					McCracken		Spencer	
196		Jones	Tim W.					McElwee		Courtney	
197		Jourdan	Justin					McGlincy		Carrie	
198		Judd	Kemery					McIntyre		Chuck	
199		Jugoon	Peter					McMahon		April	
200		Kajani	Fahad					McQueen		Kim	
201		Kamp	Michael					Meeks		Robbie	
202		Kaya	Gregory					Mentzel		Stove	
203		Kesler	Jim					Metzler		Tony	
204		Kess	Steve					Meyer		Melanie	
205		Killips	Keith					Meyer		Scott	
206		King	Tom					Mielzarek		Andrew	
207		Kinney	James					Miller		Jack	
208		Kissin	Andrew					Milojevic		Veronica	
209		Knief	Trent					Milosh		Gary	
210		Knott	Maureen					Misiak		Dave	
211		Kohlhaas	Jay					Moore		Steve	

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2013 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
212		Kondrad	Jim					Moroira		Matthew	
213		Konesheck	Mike					Morris		Mark	
214		Kotorowski	Monica					Moss		Kelly	
215		Kralik	Ronald					Mothershead		Bob	
216		Kroeger	Dan					Muellor		Pat	
217		Kuklinski	Greg					Mullenbach		Mike	
218		Lamour	Joseph					MULLINS		TERESA	
219		Lavigna	Bob					Murdoch		Dale	
220		Leavitt	Alan					Musser		Brent	
221		Leslie	Kerri					Myers		Randy	
222		Lettieri	Paul					Nation		Michael	
223		Lewis	Michele					Neuwoehner		Ryan	
224		Lieberthal	Bruce					Newman		Jerry	
225		Lipsig	Bruce					Nipper		Jason	
226		Litzenberger	Johan					Norell		Joe	
227		Lowe	Donna					Novak		Daniel	
228		Lueck	Landon					nozdrin		alex	
229		Lyga	Sam					O'Connor		Ryan	
230		Madonia	Jessica					O'Donnell		Patrick	
231		malach	nicole					Oglesbee		Cathy	
232		Maldone	John					O'Leary		John	
233		Mancuso	Angela					O'Leary		Rachael	
234		Mandler	Suzanne					olgac		mete	
235		Marcum	Erin					Ortinau		Steve	
236		Mariano	Don					O'Shaughnessy		Tim	
237		Marks	David					Owens		Randy	
238		Martin	John					Padovan		Jeffrey	
239		Martino	Annette					Pankow-Wilson		Anna	
240		Mattila	Tim					Park		Helen	
241		McGibbon	Patrick					Paul		Nick	
242		McGibbon	Patrick					Pender		Mike	
243		McGill	Chuck					Peterson		Eric	
244		McHugh	Lynne					Pierco		Brian	
245		McKinley	Dave					Piotrowski		Andrew	
246		McLaughlin	Beth					Plamann		Rex	
247		McNulty	Kurt					Plasch		Matt	
248		McPartlin	Karen					Plescia		James	
249		Melser	Todd					Poling		Scott	
250		Mercado	Loretta					Polito		Mark	
251		Merced	Kelly					Poor		Courtney	
252		Miles	Stephan					Pope		Brandon	
253		Miller	Katherine					Pourney		Debra	
254		Miller	Keith					Pouti		Mark	
255		Miller	Marion					Quade		Adam	
256		Miller	Morgan					Quade		Adam	
257		Minor	Michael					Quintero		Eddie	
258		Minowitz	Bob					Ramsland		Phil	
259		Mischker	Michael					Rarrat		Michael	
260		Mitchell	Connor					Rebholz		Kristy	
261		Miotek	Mark					Redifer		Danial	
262		Montgomery	Dedra					Reed		Brandon	
263		Morris	Steve					Reed		Valerie	
264		Morrissey	James					Reiser		Rhonda	
265		Moses	Allen					Rogan		Tim	
266		Moses	Karen					Rose		Christian	
267		Muller	Hal					Rottar		Jim	
268		Napieralski	Adam					Rozenberg		Mark	
269		Nelson	Nate					Rudar		Dick	
270		Newman	Scott					Ruiz		Brenna	
271		Newton	Jeff					Sagastume		Remo	
272		Newton	Jimmy					Sanok		Gary	
273		Newton	Keith					Schmidt		Tiemey	
274		Nielson	Soup					Schneider		Ryan	
275		Nierman	Katy					Schoenwalder		John	
276		Nolan	Brian					Schwarz		Rick	
277		Nuss	Eric					Sherman		Patty	
278		Oberbeck	Richard					Shewmaker		Greg	
279		O'Brien	Steve					Simmons		Lincoln	
280		O'Keefe	Jack					Simms		LeAnn	
281		Oleary	Jennifer					Sitzman		Katie	
282		O'Loughlin	Bryan					Skean		Kara	

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2013 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
283		Oltman		Mark				Skogland		Mike	
284		Openshaw		Reece				Skrobowski		Tony	
285		Opland		Gina				Sluiter		Scott	
286		Osborne		Joe				Smarella		Tom	
287		Ottelin		Scott				Smith		Todd	
288		Pacini		Gloria				Smurr		Mike	
289		Paladino		Steve				Stacker		Ed	
290		Park		Neil				Stark		Stefanie	
291		Parr		Candi				Steffen		Bob	
292		Pascall-Seelal		Alana				Stock		Lisa	
293		Patterson		Patty				Stover		Gordon	
294		Pelto		Kevin				Straussman		Myra	
295		Perez		Mike				Streeter		Rodger	
296		Peterson		Brian				Streicher		Patrick	
297		philhower		jim				Strohkirch		Patrick	
298		Piecznik		Stuart				Stroud		Jeremy	
299		Poole		Gavin				Sullivan		Tim	
300		Porro		Michael				Swift		Ryan	
301		Porter		Heather				Tentler		Dewayne	
302		Preseau		Cindy				Thomas		Daisha	
303		Queisser		Benjamin				Thomas		Joseph	
304		Radicore		Mike				Tomlin		Matt	
305		Rahman		Zubair				Tueth		Patrick	
306		Raley		Stephan				VanAmburg		Rona	
307		Reem		Kevin				VanAntwerp		Tom	
308		reichardt		jeff				VanVolkinburg		Barry	
309		Richter		Mackenzie				Vaughn		Joe	
310		Roberts		Steve				Vennemann		Mike	
311		Roddy		Mike				Voitik		Carly	
312		Rogers		Colan				Walker		Mike	
313		Rollins		Kelly				Walla		Sarah	
314		Roussel		Matt				Warmuth		Justin	
315		Rowley		Aaron				Washburn		Cyndee	
316		Rozin		Rodion				Washburn		Steve	
317		Ruehrschneck		Dave				Weiland		Renee	
318		Ruggiero		Angela				Weimerskirch		Bob	
319		Salani		Steve				Westendorf		Jennifer	
320		Sanchez		Kevin				Wharft		Mike	
321		Sanders		Scott				Williams		Brad	
322		Santourian		Rick				Williams		Mike	
323		Saueressig		Paul				Wise		Lois	
324		Schmidt		Brandon				Wizner		Todd	
325		Schneider		Bob				Wold		Andrew	
326		Schramm		Gavin				Wolken		Anne	
327		Schuette		Todd				Yamamoto		Matt	
328		Schulin		Casey				Yates		Tracey	
329		Scogmanillo		Linda				Yungner		Steve	
330		Scott		Matt				Zeller		Robert	
331		Semrow Casey		Denise				Zelsdorf		Steve	
332		Sennett		Dean							
333		Seys		Katie							
334		Sheets		Todd							
335		Sherman		Christy Ann							
336		Sherman		Jeffrey							
337		Shine		Kerri							
338		Shoff		Lonnie							
339		Shooshanian		Margaret							
340		Shuff		Jessi							
341		Siller		Gail							
342		Simon		Allan							
343		Simey		Mark							
344		Sivak		Ernie							
345		Smith		Bill							
346		Smith		Erin							
347		Smith		Kimberly							
348		Smithey		Jim							
349		Soto		Tayde							
350		Souyas		Justin							
351		Stacey		Diane							
352		Stagner		Nanette							
353		Stanley		Graham							
							Company	Last Name	MI	First Name	Event Info
							Benco Dental				
								Anderson		Rhonda	
								Atkinson		Becky	
								Austin		Bill	
								Bingaman		Brad	
								Blakeslee		Don	
								Boehm		Steven	
								Browne		Sally	
								Bunn		Johnny	
								Burleigh		Sara	
								Buschkopf		Mike	
								Catalano		Christina	
								Classon		Steve	
								Cohen		Charles	
								Cohen		Rick	
								Cole		Dan	
								COLE		PHIL	
								cooney		Eric	

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2013 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
354		Stanley		Graham				Courtney		Nathan	
355		Steck		Dave				Cox		Nathan	
356		steck		kyle				Dewit		Deb	
357		Stein		Jim				Dillon		Kevin	
358		Stember		Dustin				Durst		Carrie	
359		Stenger		Butch				Dynek		Ryan	
360		Straub		Robert				Ellis		Lou	
361		Sullivan		Tim				Enneking		Lisa	
362		Sutton		Rachael				Evans		Brian	
363		Swearingen		Josh				Franklin		Justin	
364		Sweeney		Mark				FUGATE		DEE DEE	
365		Syracuse		Gia				Garcia		Mike	
366		Tarrant		Pat				Giovanelli		Mario	
367		Taylor		Shaun				Godinez		Lois	
368		Taylor		Vance				Goodman		Mike	
369		Temple		Dave				Gordon		Chad	
370		Teuscher		Weston				Guenterberg		Evie	
371		Thibaudeau Lamb		Sarah				Hart		Ryan	
372		Thompson		John				Herbig		Steve	
373		Tock		Tracy				Hicks		Tony	
374		Toh		Phil				Huber		Jen	
375		topf		Mike				Huber		Mitch	
376		Torres		Deborah				Huynh		Van	
377		Tracy		Jeff				Jackson		Paul	
378		Trautman		Michael				Jorissen		Tom	
379		Truitt		Ashley				KLAVON		JOHN	
380		Truitt		Ashley				Knight		Tim	
381		VanderPloeg		Karla				Lenzen Mercer		Erin	
382		Vannatta		Butch				Liddell		Threasa	
383		Vasallo		Susan				Lounsbury		Mark	
384		Vitale		Nicole				MALANEY		RYAN	
385		Wadas		Brittany				Mancus		John	
386		Wajahn		Caitlin				marinko		jay	
387		Walker		Jeff				McElaney		Mike	
388		Wallace		Willard				McIntyre		Sherry	
389		Wallace		Willard				McMahan		Brandon	
390		Walsh		Marguerite				McMahon		Beth	
391		Wanack		Janelle				Merio		Tim	
392		Watson		Brian				Miller		Randi	
393		Weinstock		Norm				Mutch		Andy	
394		Weller		Brandan				Myers		Kim	
395		Werner		Connie				norred		rose	
396		White		Brian				Owens		Brent	
397		Whitlow		Jason				Paquette		Michael	
398		Williams		Andrea				Perrone		Justin	
399		Williams		Barry				pettukola		Chaitan	
400		Williams		David				philp		rodney	
401		Williams		Rick				Pierotti		John	
402		Wisnewski		Frank				Pinello		Chris	
403		Witt		David				Qunell		Tim	
404		Witters		Terri				Raybould		Simon	
405		Wood		Jay				Redmond		Phil	
406		Wood		Mike				Rhodes		Sam	
407		Woodend		Matt				Ring		Blake	
408		Wools		Joshua				Ringsdorf		Ted	
409		Wright		Mike				Rowe		Mark	
410		Wyland		Dan				Rundio		Duane	
411		Wyland		Dan				Ryan		Pat	
412		Yllanes-Delshad		Mary Ellen				Shimskie		Steve	
413		Yost		Brian				shipowick		loeann	
414		Zdrojewski		Marc				Skulsky		Ted	
415		Zolfo		Matt				Stella		Patricia	
416		Zolfo		Matt				Stercay		Mark	
417		Zollinger		Stefan				Strassler		Howard	
418		Zyskowski		Tim				Swanson		Eric	
419								Swartout		Jack	
420								Thomas		Andy	
421								Thomas		Matthew	
422								Thorndill		Jim	
423								Tobroxen		Don	
424								Wick		Steve	

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2013 MWM
 Exhibitor Personnel
 Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
425								Wind		Chad	
426								Yarroll		Doug	
427								Zech		Shawn	
428											
429											
430											
431	Company	Last Name	MI	First Name	Event Info		Company	Last Name	MI	First Name	Event Info
	Henry Schein Practice						Burkhart				
432	Solutions - Dentrix						Dental Supply				
433		Ashton		Noeleen				Isbell		Lori	
434		Banks		Riley				Little		Dave	
435		Blaser		Marc				Norton		Michael	
436		Chavira		Brandon				Reece		Jeff	
437		Ciardello		Denise				Ritsema		Jerry	
438		Hughes		Deric				Spitzer		Tyler	
439		Jackson		Poonam				Sundheimer		Bill	
440		Jessop		Danny				Wade		Nicole	
441		Judd		Kemery							
442		McDaniel		Adam							
443		Newton		Jimmy							
444		Parry		Christi							
445		Reed		Miranda							
446		Shumway		Melanie							
447		silvas		casey							
448		White		Joel							
449		Zebley		Carey							

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2014 MWM
 Exhibitor Personnel
 Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
1	Company	Last Name	MI	First Name	Event Info		Company	Last Name	MI	First Name	Event Info
2	Henry Schein Dental						Patterson Dental Supply, Inc.				
3		abrams		jack			ABBOTT			JULIE	
4		acquafredda		rita			ABRUZZO			NICK	
5		adams		shane			ADYNEC			JAMES	
6		albright		terry			ALEXANDER			CHERYL	
7		almanzar		frank			ANDERSON			KIM	
8		alpern		eric			ANDERSON			MICHELLE	
9		anderson		gordon			ANDERSON			SCOTT	
10		anderson		lynn			ANDREWS			ALEX	
11		ansell		nathan			ARMSTRONG			STEVE	
12		antoniou		greg			ASHTON			LORI	
13		arthurs		bocky			BAHR			TIM	
14		Baker-Johnson		Jennifer			BARLAGE			AMY	
15		baker-johnson		jennifer			BASIERBE			DENNIS	
16		Balinski		Bill			BEHLING			BOB	
17		ballon		rich			BENTLEY			MEGAN	
18		barrett		katie			BERGHOFF			JANA	
19		Barry		Matt			BETTENCOURT			JOHN	
20		bartsch		ron			BEVER			DENISE	
21		Basilone		Todd			BICKEL			WILLIAM	
22		batley		paul			BISHOP			CARA	
23		battle		simon			BOWSER			CINDY	
24		bauer		scott			BRADBURN			KIM	
25		Bean		David			BRANSON			JON	
26		behar		jeremy			BRAUN			ANDY	
27		Beirich		David			BRAZELTON			KEVIN	
28		bergman		stan			BROCK			BETSI	
29		berkey		paul			BRODERSEN			VICKIE	
30		birkin		anita			BROOKS			CHRIS	
31		birkley		justin			BROWN			BRIAN	
32		boese		audrey			BROYLES			JAMES	
33		Bollmann		Mark			BRUMMER			CHARMEN	
34		borders		carolyne			BRYDE			TERRYSA	
35		Boyd		Donald			BUCKMAN			JEFF	
36		breslawski		jim			BUEHNERKEMPER			CHAD	
37		bridge		gayle cayse			CACCIATORE			JOANN	
38		brockman		jo			CACCIATORE			RICK	
39		broderick		patrick			CAPRANOS			CALVIN	
40		brous		david			CARL			DAVE	
41		brown		al			CARMODY			BRAD	
42		Brown		Barb			CARNEY			WILLIAM	
43		brown		kristy			CARSON			ELLIOTT	
44		brown		russel			CATANZARO			PHIL	
45		bunkelman		craig			CHAPPLE			JON	
46		burnett		john			CLERY			RYAN	
47		burniston		kevin			COLE			RYAN	
48		burroughs		mike			COMPAU			STEVEN	
49		calder		tom			CONNOLLY			BRIAN	
50		capots		marc			CONNORS			STEVE	
51		carlson		natalie			COTTER			PAUL	
52		carr		ryan			COUCH			BRETT	
53		carter		steve			CRANDALL			DENISE	
54		casey		denise			CROWLEY			JIM	
55		caulfield		tom			CROWLEY			PAT	
56		cavaretta		jo			CRUMPLEY			MATT	
57		chala		mirna			CUEVAS			SERGIO	
58		challed		carol			CUNNINGHAM			CHAD	
59		chang		cozy			CUNNINGHAM			DAWN	
60		christensen		kathy			DAGHER			NORM	
61		clay		allison			DAY			MIKE	
62		cleary		shawn			DERUS			AL	
63		cloonan		darlene			DERVENIS			TERI	
64		cochran		grady			DETTINGER			KASEY	
65		collington		beth			DEVOE			KEN	
66		corder		bradley james			DODSON			MIKE	
67		cottrell		kellen			Donovan			Paul	
68		covey		mike			DONSBACH			ADAM	

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2014 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
69		cox	john					DOTTA		NANCY	
70		crawford	kevin					DOWNER		JEFF	
71		crooke	justin					DUNAHOO		MIKE	
72		Culbertson	Mark					EASTY		DAN	
73		dahm	eddie					ELIE		LINDA	
74		dailey	amy					ELLIS		STEVE	
75		dalton	denny					ELROD		CAMERON	
76		daugherty	sherr					EMBERTON		ERIC	
77		Dean	Joe					ENDRESEN		ANGELINA	
78		dean	tammy					ERFOURTH		MATTHEW	
79		dearment	danielle					EVANS		TERRY	
80		dees	frank					FABIAN		RICK	
81		demark	john					FEHLING		CHRISTIAN	
82		demers	becky jo					FEIST		CHRIS	
83		demonaco	mark					FELDMAN		ELLIOTT	
84		deross	robert					FIELD		MIKE	
85		devaney	kathy					FILES		DARLENE	
86		Diamond	kim					FISCUS		DAVE	
87		diaz	joe					FISH		CARLY	
88		diggs	gannon					FISH		DWIGHT	
89		Dorfman	Eric					FOTINEAS		TINA	
90		Dowe	Bill					FREDERICK		JIM	
91		drayer	keith					FRITZ		MATT	
92		duncan	cindy					FUNNEMAN		LORI	
93		eggleston	ken					GAFFKE		DREW	
94		Eisel	Kristi					GARDNER		CORY	
95		elias	ken					GARDNER		SCOTT	
96		elliott	brett					GAURKE		MIKE	
97		emig	andreas					GENO		MICHELE	
98		enderle	david					GERAGHTY		SUE	
99		eschler	bernt					GOETTEN		KELLIE	
100		esler	kristen					Goin		Michelle	
101		ferone	john					GOLDSCHMEDING		JOSH	
102		feye	dan					GORDON		STEVE	
103		fillault	michele					GRAHAM		JOHN	
104		finnegan	ryan					Grazzini		Frank	
105		fiorini	carl					GREULICH		RYAN	
106		foley	keith					GROVE		DAVE	
107		francis	jessica					GROVER		DARRYL	
108		francway	laura					GUFFEY		LANCE	
109		galimli	yusuf					GUGGENHEIM		PAUL	
110		gantos	kam					GUGINO		ANN	
111		gantos	michael					Gustafson		Julie	
112		Gauzza	Keith					GUZIK		TED	
113		geever	audra					HAAS		DARRELL	
114		gelfo-klein	jason					HABEL		JOSH	
115		gerboth	brett					HABEL		TODD	
116		gertz	pat					HANNON		JENNIFER	
117		gessman	roy					HARRIS		KEVIN	
118		giebe	keith					HEINSOHN		CATHY	
119		girimonte	danielle					HEMMEN		PAM	
120		glass	rick					Hemminghaus		Kristin	
121		gleissner	dan					HENNINGS		DAVE	
122		goodman	jeffrey					HERNANDEZ		BOBBY	
123		gorgone	lisa					HERTHEL		TODD	
124		gottlander	robert					HILTON		JUDY	
125		gottlander	robert					HINKLE		SABRINA	
126		grammas	dave					HINMAN		PAUL	
127		graversen	scott					HODGSON		LAURA	
128		graves	damon					HOFFMAN		KEVIN	
129		Guttroff	George					HOGAN		JOEY	
130		haldeman	ken					HOPP		JEFF	
131		haldeman	ken					HOWARTH		GAIL	
132		Hammermeister	Rebecca					HUGHES		DANIEL	
133		hansel	joseph					HUMPHREY		DAVID	
134		harding	jim					JANOWSKI		ROBIN	
135		harding	jim					JIMENEZ		ALEX	
136		harrison	bill					JOHNSON		ALAN	
137		hayward	mike					JONES		JONATHAN	
138		Hennen	Heather					JONES		MAUREEN	
139		higgins	nancy					JONES		SEAN	

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**2014 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
140		hirsch	paul					JORGENSEN		CONNOR	
141		hirsch	mike					JOYCE		DANIEL	
142		hobbs	don					JOYCE		JAMES	
143		Hoebcke	Chuck					KAMPSCHNIEDER		STEVE	
144		hughston	lynne					KARDEL		LIZ	
145		hulick	rob					KEEDY		BOB	
146		hunt	matt					KELLY		LISA	
147		jacobs	amy					KEMPER		MIKE	
148		jandrisits	joe					KEOGH		MARK	
149		jantzer	andrea					KLATT		PATRICK	
150		jaworski	chrissy					KLEFFMANN		JOHN	
151		jankins	chuck					KOBELINSKI		DAVE	
152		johnson	marc					KOEBERLEIN		JEREMIAH	
153		Johnson	Nathan					KOLATA		SHANE	
154		jones	tony					KONICEK		DAN	
155		jourdan	justin					KORBA		JEFF	
156		kaye	gregory					KRAEMER		ROSS	
157		kelce	mike					KREKE		PATRICK	
158		kess	steve					KUBIK		CHAD	
159		killips	keith					Kump		Suzanne	
160		kissin	andrew					KUMP		SUZANNE	
161		klis	steve					LACOUNT		JEANNE	
162		knott	maureen					LAKE		RICH	
163		kondrad	jim					LANDECK		RICH	
164		kostorowski	monica					LARKIN		TROY	
165		krause	jason					LEE		BETSY	
166		Krippner	Keith					LEE		SEAN	
167		kuklinski	greg					LEE		STEPHEN	
168		laundre	amy					LENARD		GARRY	
169		leavitt	alan					LESKI		LEEANN	
170		lettieri	paul					LEWIS		BILL	
171		Levin	Lori					LEWSADDER		SUZANNE	
172		lieberthal	bruce					LIESEMEYER		GENEVIEVE	
173		liesz	bob					LIESEMEYER		JACOB	
174		link	lorie					LINDAHL		SUZANNAH	
175		Longyear	George					LINK		JOHN	
176		lowe	donna					LOHMAN		GREG	
177		madonia	jessica					LONDON		STEVEN H.	
178		mariano	don					LUNAAS		CHAD	
179		Martin	John					LUYK		BARRY	
180		martino	annette					MACKAY		CHRISSEY	
181		Martino	annette					MALECHA		KEVIN	
182		Matt	cindi					MANDELL		JOEL	
183		mattila	tim					MANS		SCOTT	
184		mccoy	vanessa					MARSH		KELLI	
185		McDaniel	Adam					MARSH		LORI	
186		mchugh	lynne					MARTEN		CRAIG	
187		mckone	mark					MARTIN		GRANT	
188		McNeal	Aimee					MARTIN		MATTHEW	
189		meuchner	gerard					MATTIX		JENNIFER	
190		miles	steve					MATZKE		MIKE	
191		Minowitz	Bob					MC CRACKEN		SPENCER	
192		miranda	rich					MC FADDEN		NEAL	
193		mlotek	mark					MCANDREW		BRIAN	
194		Moody	Justin					MCCOMBS		MATT	
195		morrissy	jim					MCFADDEN		TRUDY	
196		muller	hal					MCGLINCY		CARRIE	
197		newman	scott					McGonigal		Joe	
198		Nolan	Brian					MCINTYRE		CHUCK	
199		nuss	eric					MCPAHAN		APRIL	
200		o'brien	steve					McNichol		Melanie	
201		oltman	mark					MEEKS		ROBBIE	
202		osborne	joe					MEYER		MELANIE	
203		paladino	steve					MIELZAREK		ANDY	
204		Pamer	Katie					MILOSH		GARY	
205		Park	Neil					MISIAK		DAVE	
206		parr	candi					MOREIRA		MATTHEW	
207		pascall-seelal	alana					MOTHERSHEAD		BOB	
208		pelto	kevin					MUELLENBACH		MIKE	
209		penrose	michele					MUELLER		PAT	
210		peterson	chris					MULLINS		SHELLI	

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**2014 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
211		petre		michele				MULLINS		TERESA	
212		Petrush		Artene				MURDOCH		DALE	
213		philhower		jim				MYERS		RANDY	
214		possenriede		bob				NEUWOEHNER		RYAN	
215		queisser		ben				NORELL		JOE	
216		Reem		Kevin				NOVAK		DAN	
217		reminga		tim				NUDEL		ALEX	
218		riley		robert				O'CONNOR		RYAN	
219		rogers		colan				O'DONNELL		PATRICK	
220		Rozin		Rodi				OGLESBEE		CATHY	
221		ruggiero		angela				O'LEARY		JOHN	
222		salcido		stephene				O'LEARY		RACHAEL	
223		Salisbury		Robert				OWENS		RANDY	
224		sanchez		kevin				PAUL		NICK	
225		sanders		scott				Pender		Michael	
226		savino		jo				PIERCE		BRIAN	
227		schmidkonz		becky				PIOTROWSKI		ANDREW	
228		Schmidt		Brandon				PLAMANN		REX	
229		schuette		todd				PLASCH		MATHEW	
230		seijo		gabi				PLESCIA		JAMES	
231		sennett		dean				POLITO		MARK	
232		Sherman		Jeff				POLIZZI		JOHN	
233		shine		kerri				POOR		COURTNEY	
234		shoff		lonnie				Popian		Megan	
235		simon		al				PORTNOY		ALEX	
236		Soto		Tayde				POURNEY		DEBRA	
237		stamer		murray				POUTI		MARK	
238		stapleton		joel				PREWITT		WHITNEY	
239		statham		doug				QUADE		ADAM	
240		steck		dave				RARRAT		MIKE	
241		steck		drew				REBHOLZ		KRISTY	
242		Stember		Dustin				REDIFER		DAN	
243		stevens		bob				REDING		TOM	
244		Suh		Edmond				REED		VALERIE	
245		sullivan		tim				REISER		RHONDA	
246		susami		renee				ROGAN		TIM	
247		Sweeney		Mark				ROTTAR		JAMES	
248		temple		dave				ROZENBERG		MARK	
249		thomas		sarita				RUDER		DICK	
250		topete		raul				RUIZ		BRENNA	
251		topf		michael				RUNNING		SUSAN	
252		trautman		mike				SANFORD		CHRIS	
253		tucker		danielle				SANFORD		RANDY	
254		turck		kai				SANOK		GARY	
255		Turner		John				SCHMIDT		TIERNEY	
256		vassallo		susan				SCHNEIDER		RYAN	
257		vega		paty				SCHOENWALDER		JOHN	
258		velu		danny				SCHWARTZ		JAMIE	
259		walsh		marguerite				SCHWARZ		RICK	
260		wanack		janelle				SCHWING		KENNY	
261		watson		brian				SCIORE		VINCE	
262		weinstock		norm				SCRUGGS		DAN	
263		Werner		Connie				SHERMAN		PATTY	
264		westfall		natalie				SHEWMAKER		GREG	
265		williams		andrea				SIMMONS		LINCOLN	
266		woolls		joshua				SKEAN		KARA	
267		wright		deanna				SKOGLAND		MIKE	
268		Yost		Brian				SKROBOWSKI		TONY	
269		zdrojewski		marc				SMARELLA		TOM	
270		zolfo		matt				SMITH		TODD	
271								SMURR		MIKE	
272								STACKER		ED	
273								STARK		MIKE	
274		Company	Last Name	MI	First Name	Event Info		STARK		STEFANIE	
		Henry Schein Practice Management Solutions						STOVER		GORDON	
275			Abbott		Jan			STRAUSSMAN		MYRA	
276			Allsop		Michael			STREICHER		PATRICK	
277			Astle		Michael			STROUD		JEREMY	
278											

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2014 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K	
279		Banks	Riley					SULLIVAN		TIM		
280		Baucorn	Jon					SUTTON		WILBUR		
281		Beck	Charleen					SWIFT		MARY BETH		
282		Beck	Charleen					SWIFT		RYAN		
283		Beck	Charleen					TENNANT		LIZ		
284		Boyle	Andrew					TENTLER		DEWAYNE		
285		Bridge	Gayle					THIEL		JEREMY		
286		Bridge	Gayle					TOMLIN		MATT		
287		Bunker	Kevin					TOMLIN		MATTHEW		
288		Burnham	Rhett					TUETH		PATRICK		
289		Calverly	Brian					VAN AMBURG		RONA		
290		Chavira	Brandon					VAN ANTWERP		TOM		
291		Church	Zack					VAN VOLKINBURG		BARRY		
292		Ciardello	Doniso					VAUGHN		JOE		
293		Clark	Don					VENNEMANN		MIKE		
294		Cronoy	Ken					WALKER		MIKE		
295		Dart	Nate					WARMUTH		JUSTIN		
296		Eggett	Kent					WASHBURN		STEVE		
297		Finnogan	Karen					WEILAND		RENEE		
298		Grainger	Howard					WESLEY		SPENCER		
299		Harmon	Steve					WHARFF		MIKE		
300		Hung Tsun	Liu					WHEELER		ANNETTE		
301		Jackson	Poonam					WHITE		STEVE		
302		James	Trevor					WIESE		ALEX		
303		Jensen	Troy					WILCOXSON		LEANN		
304		Jessop	Danny					WILHELM		AARON		
305		Johnson	Jeremy					WILLIAMS		BRAD		
306		Kottke	Lisa					WILLSON		RICK		
307		Krapivin	Alex					WION		SHANE		
308		Larsen	Daniel					WISE		LOIS		
309		Laurence	Tracy					WIZNER		TODD		
310		Lee	Tracy					WNEK		KRISTEN		
311		Lewis	Don					WOLD		ANDY		
312		Ley	Jessica					WOLKEN		ANNE		
313		Liora	Mitchell					WOOLFOLK		TUCKER		
314		Lloyd	Chris					WUEBBELS		CHRIS		
315		Lubin	Laurel					YAMAMOTO		MATT		
316		Lubin	Laurel					YATES		TRACEY		
317		MacArthur	Mike					YEOMAN		BRIAN		
318		MacDonald	Sandy					YUNGNER		STEVE		
319		Martinez	Kim					ZELLER		ROBERT		
320		McDaniel	Adam					ZELSDORF		STEVE		
321		McGonigal	Patrick									
322		McKnight	Jason									
323		McKnight	Jason									
324		Meghdadi	Tatia									
325		Nelson	Nate									
326		Newton	Jimmy									
327		Nielson	Soup									
328		Nixon	Bill									
329		Olson	Janet									
330		Parry	Christi									
331		Parry	Christi									
332		Peterson	Brian									
333		Peterson	Brian									
334		Peterson	Brian									
335		Roberts	Steve									
336		Royer	Brad									
337		Schneider	Bob									
338		Sheets	Todd									
339		Sheets	Todd									
340		Shoff	Nikita									
341		Shumway	Melanie									
342		Sibley	Kris									
343		Tap	Genevieve									
344		Toone	Matthew									
345		Uher	John									
346		Wamball	Ian									
347		Wen-Jen	Kuo									
348		Werner	Jason									
349		Whitchurch	Tom									
								Company	Last Name	MI	First Name	Event Info
								Benco Dental	Anderson		Rhonda	
									austin		bill	
									Bird		Kathleen	
									Blakeslee		Don	
									Bonafilia		Frank	
									Bonafilia		Pat	
									Bono		Dan	
									Bordewyk		David	
									Bortz		Christina	
									Bowe		Todd	
									Boynnton		Marisa	
									Brandson		Dave	
									Brazil		Keely	
									Bunn		Johnny	
									Burleigh		Sara	
									Buschkopf		Mike	
									Catalano		Christina	
									Classon		Steve	
									Cohen		Chuck	
									Cohen		Rick	
									Cole		Dan	
									Cole		Dan	
									Cole		Phil	
									Coudon		Greg	
									Courtney		Nathan	

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2014 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
350		White		Joel				Cunningham		Bob	
351		Wilson		Adam				Dailey		Matt	
352		Wilson		Adam				DeJesus		Suzanne	
353		Wood		Jay				Delgado		Amanda	
354		Zebley		Carey				Dewit		Deb	
355								Dillon		Kevin	
356								Doyle		Dennis	
357								Durst		Carrie	
358	Company	Last Name	MI	First Name	Event Info			Ellis		Lou	
359	Citi - Henry Schein							Evans		Brian	
360	Dental	Burrows		Elizabeth				Evans		Heather	
361		Friss		Scott				Fagundes		Bill	
362		Lee		Steven				Ferguson		Dave	
363		McGrath		Kathie				Fischer		Darrell	
364		Mcgrath		Kathieen				Forbes		John	
365		Rai		Dave				Franklin		Justin	
366		Rosenberg		Lisa				Fugate		Dee Dee	
367		Sandwith		Bill				Gilligan		Nicole	
368		Sexton		Debra				Giovanelli		Mario	
369		Varma		Manoj				Godinez		Luis	
370		Williams		Brittney				Goodman		Mike	
371								Gordon		Chad	
372								Gorsuch		Scott	
373								Guenterberg		Evie	
374	Company	Last Name	MI	First Name	Event Info			Heinzelman		Steve	
375	Henry Schein Design							Herbig		Steve	
376		Baker-Johnson		Jennifer				Hovde		Chris	
377		Doherty		Kevin				Huber		Mitch	
378		gracey		Kevin				Hughes		Doug	
379		greenway		kirk				Hughes		Susan	
380		greenway		kirk				Itterly		Jill	
381		gregory		todd				Jackson		Paul	
382		grindle		kelsey				Jorissen		Tom	
383		gunson		r. steve				Kiddoo		Robert	
384		harris		john david				Knauer		Jason	
385		hart		ryan				Knight		Tim	
386		harter		jay				Kohn		Jared	
387		hartke		ryan				Kraus		Bill	
388		harvilla		mike				Lenth		Brad	
389		hegg		guy				Lenzen Mercer		Erin	
390		hein		derek				Liddell		Threasa	
391		heldt		dave				Lounsbury		Mark	
392		helkenn		jason				Lovins		Rick	
393								MacGillivray		Barb	
394								Malaney		Ryan	
395								Mancus		John	
396	Company	Last Name	MI	First Name	Event Info			Martin		Holly	
397	Henry Schein Pactice							Martin		Tania	
398	Transitions	Baker-Johnson		Jennifer				McElaney		Mike	
399		napieralski		adam				McMahan		Brandon	
400		nimety		jim				McMahon		Beth	
401		nolan		brian				Meiching		Bill	
402		oberbeck		rich				Merlo		Tim	
403		o'leary		jenn				Meyers		Mike	
404		opland		gina				Miller		Randi	
405		o'shea		ron				Montagna		Pat	
406		ottelin		scott				Moxley		Grant	
407		paoletti		jules				Mutch		Andy	
408		patel		amyn				Myers		Kim	
409		payne		eric				Nelson		Mark	
410		quinones		glenn				Noble		Rob	
411		rahman		zubair				Organek		Chris	
412		redmond		phillip				Paquette		Michael	
413								Perkins-Laughlin		Pam	
414								Perrone		Justin	
415								Petrucci		Marcy	
416	Company	Last Name	MI	First Name	Event Info			Pettukola		Chaitan	
417	Henry Schein Pro							Pfahler		Vickie	
	Repair										

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2014 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
418		Baker-Johnson	Jennifer					Pierotti		John	
419		Broderick	Patrick					Pinello		Chris	
420		Cook	Carl					Pugh		Rachel	
421		reina	anna					Qunell		Tim	
422		reminga	bill					Radzyninski		Julie	
423		richter	mackenzie					Rhodes		Sam	
424		rinnas	scott					Rodwell		Todd	
425		rivera	damaris					Rosenfold		Larry	
426		roddy	mike					Ross		Clay	
427		rollins	kelly					Rundio		Duane	
428		roussel	matt					Ryan		Patrick	
429		rowley	aaron					Schall		Todd	
430		ruehrschneck	dave					Shimskie		Steve	
431		salani	laura					Shinabargar		Rachael	
432		salani	steve					Smith		Jamie	
433		santourian	rick					Stella		Pat	
434		schartung	joe					Stella		Patricia	
435		schneider	kory					Stercay		Mark	
436		schneider	tom					swanson		Eric	
437		schramm	gavin					Taylor		Ron	
438		shahanan	kate					Testerman		Jared	
439		shooshanian	margaret					Thorndill		Dianne	
440		siller	gail					Thorndill		Jim	
441		silva	jenni					Tobroxen		Don	
442		silvas	casey					VanEck		Caryn	
443		sivak	emie					Vestal		Sandy	
444		smith	bill					Wind		Chad	
445		smith	kimberly					Wood		Eric	
446		souyias	justin					Yarroll		Doug	
447		staniszewski	steve					Zech		Shawn	
448		starr	marybeth								
449		stenger	butch								
450		Strohkirch	Patrick								
							Company	Last Name	MI	First Name	Event Info
							Henry Schein				
							Merchandise				
							Exclusives				
451		sullivan	shelley								
452		sutton	rachael				Baker-Johnson			Jennifer	
453		swearingen	joshua				hendrickson			michael	
454		taddoni	andrew				hight			andrea	
455		taylor	vance				hilliard			jon	
456		thibodeau lamb	sarah				hobbs			sam	
457		thompson	john				hollern			teddy	
458		Thompson	John				hough			eric	
459		thurm	patrick				hufford			garrett	
460		torres	deb				jayjack			dyan	
461		tracy	jeff				jeltema			patti	
462		truit	ashley				jennings			tim	
463		vander meer	anthony				johel			bill	
464		vanderploeg	karla				johnson			dan	
465		wade	chris				johnson			eric	
466		walker	jeff				jonson			betty	
467		wallace	willard				jonson			john	
468		walters	kay				kamp			michael	
469		ward	pete				kelly			james	
470		weller	brandan				khoury			george	
471		weller	michele				kohlhaas			jay	
472		werner	jason				kroeger			dan	
473		westerheide	dan				lavigna			bob	
474		williams	david				lingenfelter			ryan	
475		williams	rick				litzenberger			johanns	
476		wisniewski	frank				lyga			sam	
477		wisniewski	andrew				lyman			steve	
478		witt	david				macomb			ryan	
479		wood	mike				malone			john	
480		woodend	matt				marcum			erin	
481		wright	mike				marks			david	
482		wyland	dan				martin			artie	
483		youngs	joe				mast			brian	
484		zollinger	stefan				mcgill			chuck	
485		zurko	diane				mcguire			jen	
486		zyskowski	tim				mclaughlin			beth	

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2014 MWM
 Exhibitor Personnel
 Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
487								mcnulty		kurt	
488								mcpartin		karen	
489								melser		todd	
490								merced		kelly	
491								millar		kathy	
492								minor		michael	
493								morris		steve	
494	Company	Last Name	MI	First Name	Event Info						
495	Burkhart Dental Supply										
496		Geis		Douglas							
497		Inman		Kathy							
498		Isbell		Lori							
499		Meiner		Marc							
500		Norton		Michael							
501		Olive		Kim							
502		Reece		Jeff							
503		Ritsema		Jerry							
504		Sawin		Dave							
505		Sundheimer		Bill							
506		Vitcovich		Tami							

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2015 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
	Company	Last Name	MI	First Name	Event Info		Company	Last Name	MI	First Name	Event Info
1	Henry Schein Dental						Patterson Dental Supply, Inc.				
2		acquafredda		rita				ABBOTT		JULIE	
3		adams		shane				ABRUZZO		NICK	
4		albright		Terry				adams		john	
5		aiford		maritza				ADYNEC		JIM	
6		almanzar		frank				ALEXANDER		CHERYL	
7		Anderson		Lynn				Allen		Dave	
8		anderson		rich				ANDERSON		KIM	
9		Ansell		Nathan				ANDERSON		MICHELLE	
10		antoniou		Greg				ANDERSON		SCOTT	
11		appel		ron				ANDREWS		MICHAEL	
12		Armstrong		David				ANGLIN		PEGGY	
13		Arnold		Larry				ASHTON		LORI	
14		Baker-Johnson		Jennifer				BAHR		TIM	
15		Baker-Johnson		Jennifer				BAKER		KENT	
16		Balinski		bill				BEHRENS		BRAD	
17		ballon		rick				BERGHOFF		JANA	
18		barrett		katie				BETTENCOURT		JOHN	
19		Bartsch		Ron				BEVER		DENISE	
20		Bast		Adam				BICKEL		WILLIAM	
21		Batley		Paul				BLACKMON		DILLON	
22		Baucom		Jon				BORHANI		BEN	
23		Bauer		Scott				BORRIES		DIANNA	
24		Behar		Jeremy				BRADBURN		KIM	
25		Beirich		David				Bramel		Eric	
26		Bengtson		Shawn				BROCK		BETSI	
27		bergman		stanley				Brodal		Kathy	
28		berkey		paul				BRODERSEN		VICKIE	
29		Birkley		Justin				BROOKS		CHRIS	
30		Boose		Audrey				BROWN		BRIAN	
31		Bellmann		Mark				BRUMMER		CHARMEN	
32		borders		carolynne				Buck		Lee	
33		boresi		john				BUCKMAN		JEFF	
34		breslawski		jim				BUEHNERKEMPER		CARI	
35		Bresnick		Mickey				CACCIATORE		JOANN	
36		Broderick		Patrick				CACCIATORE		RICK	
37		brous		david				Callon		Dean	
38		Brown		Al				CAPRANOS		CALVIN	
39		Brown		Eric				CARL		DAVE	
40		Buda		Tara				CARMODY		BRAD	
41		Bunkelman		Craig				CARSON		ELLIOTT	
42		burnett		john				Catanzaro		Phil	
43		Burniston		Kevin				CHAPPLE		JON	
44		Caise		Graham				CLERY		RYAN	
45		Calcagno		Tony				COLE		RYAN	
46		Calder		Tom				Compau		Steven	
47		canale		Jennifer				CONNORS		STEVE	
48		Cao		Denson				COTTER		PAUL	
49		Capellan		Elena				COUCH		BRETT	
50		Capots		Marc				CRAMER		DAN	
51		carlson		natalie				CRIGER		DAVID	
52		Carter		Steve				CRONE		BILL	
53		casey		denise				CROWLEY		PATRICK	
54		Caulfield		Tom				Crumpley		Matt	
55		Cayne		Claudia				CUEVAS		SERGIO	
56		chala		mirna				CUNNINGHAM		CHAD	
57		chailed		carol				CUNNINGHAM		DAWN	
58		Chambers		Frank				DAGHER		NORM	
59		Chandler		Tim				Davis		Cary	
60		Chatham		John				DEBOER		MARGARET	
61		Christensen		Kathy				DEGEORGE		MIKE	
62		Christopherson		Rachel				DERIVAN		DONALD	
63		cintorino		jasmine				DERIVAN		SARAH	
64		Cloonan		Darlene				DERVENIS		TERI	
65		collington		beth				DEVOE		KEN	
66		Cook		Cari				Dewitt		Whitney	
67		Corder		Brad				DODSON		MIKE	
68		Cox		John				DONSBACH		ADAM	
69											

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2015 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
70		Crawford	Kevin					DOWDY		JOSEPH	
71		Cremers	Catherine					DOWNER		JEFF	
72		Croney	Ken					DURANTE		RHONDA	
73		crooke	justin					DYBVIG		ALEX	
74		Dahm	Eddie					EASTY		DAN	
75		Dailey	Amy					EDEN		JUSTIN	
76		Dalton	Denny					EICHHOLZ		TONY	
77		Davis	Wyatt					ELROD		CAMERON	
78		DeArment	Danielle					ELSTER		MIKE	
79		Debalski	Michael					EMBERTON		ERIC	
80		demark	john					ENDRESEN		ANGELINA	
81		DeMonaco	Mark					ERFOURTH		MATTHEW	
82		Dennis	Michelle					EVANS		TERRY	
83		Deross	Robert					FABIAN		RICK	
84		deschietere	dominique					FEHLING		CHRISTIAN	
85		Devaney	kathy					FIELD		MIKE	
86		Diamond	Kim					FILES		DARLENE	
87		Diaz	Joe					FISCHER		DARRELL	
88		Dickerson	Abi					FISCUS		DAVE	
89		Diggs	Gannon					FISH		DWIGHT	
90		Dinser	Megan					FISZ		LAEL	
91		DiKofsky	Justin					FITZSIMMONS		TERRY	
92		eschler	bernt					FITZSIMMONS		TYLER	
93		Evenson	Matt					FOLTZ		BRETT	
94		evrard	olivier					Forinski		Ed	
95		Ferber	Curtis					FREDERICK		JIM	
96		ferone	john					FRITZ		MATT	
97		Feye	Dan					FUNNEMAN		LORI	
98		filiault	michele					GAFFKE		DREW	
99		finnegan	ryan					GAINES		CHRIS	
100		Fiorini	Carl					GARDNER		CORY	
101		Flecke	Megan					GAURKE		MIKE	
102		Flewett	Ben					GEDRICH		PAUL	
103		floodman	matt					GENO		MICHELE	
104		Foley	Randy					Goin		Michelle	
105		Foley	Randy					GOLDSCHMEDING		JOSH	
106		Furlong	Joe					GORDON		STEVE	
107		gammarato	ashley					GRADY-WOODBERRY		CONSTANCE	
108		Gantos	Kam					GRAHAM		JOHN	
109		Gauzza	Keith					GREULICH		RYAN	
110		geever	audra					GROVE		DAVE	
111		Gelfo-Klein	Jason					Grover		Scott	
112		Gerboth	Brett					GRUNDMEIER		LAURA	
113		gertz	patrick					GUGGENHEIM		PAUL	
114		gessman	roy					GUGINO		ANN	
115		Giebe	Keith					HAKABI		ADAM	
116		Gill	Owen					HANNON		JENNIFER	
117		glass	rick					HARWOOD		JANELLE	
118		goodman	jeffrey					HAWKS		BRAD	
119		gorgone	lisa					Hays		Robert	
120		gottlander	robert					Heinsohn		Catherine	
121		Gracey	Kevin					HEMMEN		PAM	
122		grammas	dave					HENNINGS		DAVE	
123		graversen	scott					HICOK		ELIZABETH	
124		Gregory	Todd					HILZENDAGER		BROOKE	
125		Griffin	Tim					HINKLE		SABRINA	
126		Grindle	Kelsey					HODGSON		LAURA	
127		Grinwis	Candice					HOGAN		JOEY	
128		Grogan	Jeff					HOLT		PAUL	
129		Gucfa	Ethan					HOPP		JEFFREY	
130		guttroff	George					HUGHES		DAN	
131		haldeman	ken					HUMPHREY		DAVID	
132		Hammermeister	Rebecca					JACKMAN		ADAM	
133		Hansel	Joseph					JAMBOR		MIKE	
134		harding	jim					JANOWSKI		ROBIN	
135		Hardy	Steve					JENNINGS		JOEL	
136		Harris	John David					JIMENEZ		ALEX	
137		Hart	Ryan					Johns		Thai	
138		Hartke	Ryan					JOHNSON		BRYAN	
139		Harvilla	Mike					JOHNSON		JEFF	
140		Hayward	mike					JONES		MAUREEN	

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2015 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
141		Hegg		Guy				JONES		SEAN	
142		hein		derek				JORGENSEN		CONNOR	
143		Helkenn		Jason				JOYCE		DANIEL	
144		Hendrickson		Michael				JOYCE		JAMES	
145		hickson		janea				KALICIAK		TERESA	
146		Higgins		Nancy				KAMPSCHNIEDER		STEVE	
147		Hight		Andrea				KARDEL		LIZ	
148		hirsch		paul				KEEDY		BOB	
149		Hirsch		mike				KEMPER		MIKE	
150		Hobbs		Don				KERNS		DAVE	
151		Hobbs		Sam				KILLIAN		JOSH	
152		Hoebeko		Chuck				KLATT		PAT	
153		Hollern		Teddy				KLEFFMANN		JOHN	
154		Howell		Jacob				KOBELINSKI		DAVE	
155		Hsu		Amy				KOEBERLEIN		JEREMIAH	
156		Hufford		Garrett				Kolata		Shane	
157		Hultick		Rob				KONICEK		DAN	
158		Hunt		Matthew				KORBA		JEFF	
159		Jandnsits		joe				KOSNITZKY		JESSE	
160		jantzer		andrea				KRAEMER		ROSS	
161		jayjack		dyan				KREKE		PATRICK	
162		Jeltema		Patti				Kump		Suzanne	
163		Jenkins		Chuck				KUMP		SUZANNE	
164		Jody		Lerford				LAKE		RICH	
165		Johnson		Daniel				LANDECK		RICH	
166		johnson		marc				LARKIN		TROY	
167		Jonson		Alexa				LECOUNT		JEANNE	
168		Jonson		Betty				LEE		BETSY	
169		Jonson		John				LEE		SEAN	
170		Jourdan		Justin				LEE		STEPHEN	
171		Kalantzis		Elias				LEMLEY		WILL	
172		Kamp		Michael				LENARD		GARRY	
173		kaye		Greg				LESKI		LEE ANN	
174		Kelly		James				LEVY		KEVIN	
175		kess		steve				LEWIS		BILL	
176		Khoury		George				LEWSADDER		SUZANNE	
177		killips		keith				LIESEMEYER		JACOB	
178		Kissin		Andrew				LINK		JOHN	
179		kiis		stephen				LOHMAN		GREG	
180		Knott		maureen				Longin		Serge	
181		kohlhaas		jay				LOTZ		MATT	
182		Kondrad		Jim				LUNAAS		CHAD	
183		Kostorowski		Monica				LUYK		BARRY	
184		Kozlowski		Kelly				LYNCH		WAYNE	
185		Krause		Jason				MACGREGOR		JULIE	
186		krippner		keith				MANDELL		JOEL	
187		Kuklinski		Greg				MANS		SCOTT	
188		Lang		Daniel				MANSFIELD		ANNE	
189		Lavigna		Bob				MARKHAM		RICK	
190		Leavitt		al				Marsh		Lori	
191		lenz		ashloy				Martin		Grant	
192		Lewis		Michele				MARTIN		MATT	
193		liang		carly				MATZKE		MICHAEL	
194		lieberthal		bruce				MCANDREW		BRIAN	
195		Liesz		Bob				MCCOMBS		MATT	
196		Lind		Bobby				MCFADDEN		NEAL	
197		link		Lorie				MCGLINCY		CARRIE	
198		Lipsig		Bruce				McIntyre		Charles	
199		Litzenberger		Johanns				MCMAHAN		APRIL	
200		Longyear		George				MCNICHOL		MELANIE	
201		Looker		Katelyn				MEEKS		ROBBIE	
202		lowe		donna				MIELZAREK		ANDY	
203		Lyga		Sam				MILOSH		GARY	
204		Lyman		Steve				MISIAK		DAVE	
205		Macdonald		Sandy				MOTHERSHEAD		BOB	
206		mackenzie		brian				MUELLENBACH		MIKE	
207		Mackey		Matt				MUELLER		PAT	
208		madonia		jessica				MUHONEN		KEVIN	
209		Maione		John				NEUWOEHNER		RYAN	
210		manchanda		paola				NOESEN		PATRICK	
211		mancuso		erica				NORELL		JOE	

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2015 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
212		mariano	don					NOVAK		DAN	
213		mariano	tom					NUDEL		ALEX	
214		Marks	David					O'CONNOR		RYAN	
215		Martin	Artie					O'DONNELL		PATRICK	
216		Martin	John					OGLESBEE		CATHY	
217		martino	annette					O'LEARY		JOHN	
218		martino	annette					O'LEARY		RACHAEL	
219		Mast	Brian					PAUL		NICK	
220		Matt	Cindi					Pender		Michael	
221		mattila	tim					PERALTA		ALFONSO	
222		McGill	Chuck					PHELPS		PAUL	
223		McGuire	Jen					PIERCE		BRIAN	
224		mclaughlin	beth					PIGGOT		TOM	
225		McNeal	Aimee					PIOTROWSKI		ANDREW	
226		McNulty	Kurt					PLAMANN		REX	
227		McPartlin	Karen					PLASCH		MATT	
228		Meadows	Jake					PLATE		JEFF	
229		Meister	Edward					POLITO		MARK	
230		Meiser	Todd					POOR		COURTNEY	
231		Merced	Kelly					POPLAN		MEGAN	
232		meuchner	gerard					PORTNOY		ALEX	
233		Meuser	Caitlin					Pourmey		Debra	
234		miles	steve					POUTI		MARK	
235		Miller	Kathy					RAMSLAND		PHIL	
236		Minor	Michael					REBHOLZ		KRISTY	
237		minowitz	bob					REDIFER		DAN	
238		miranda	rich					REDING		TOM	
239		mlotek	mark					REDLIN		BRIAN	
240		Montgomery	Dedra					REICHTER		AMY	
241		Moreno	David					REISER		RHONDA	
242		Morris	Steve					Ripley		Sharon	
243		Morrison	Mark					RODRIGUEZ		BILL	
244		morrissy	jim					ROGAN		TIM	
245		muller	hal					ROMELHARDT		TRAVIS	
246		Muller	Wolfgang					ROSENBERG		MIKE	
247		Myrick	Jamie					ROTTAR		JIM	
248		Nanne	Shannon					ROZENBERG		MARK	
249		Napioralski	Adam					RUIZ		BRENNAN	
250		Nimety	Jim					SABO DDS		POONEH	
251		Nolan	Brian					SANOK		GARY	
252		nolan	mike					SCHILLING		BECKY	
253		Nuss	Eric					SCHOENWALDER		JOHN	
254		o'brien	steve					SCHWANTES		SUE	
255		O'Leary	Jennifer					SCHWING		KENNY	
256		OLoughlin	Bryan					Sciore		Vincent	
257		oltman	mark					Sears		Steve	
258		Opland	Gina					Sherman		Brian	
259		osborne	joe					Sherman		Patricia	
260		Ottelin	Scott					SHEWMAKER		GREG	
261		paladino	steve					SIMMONS		LINCOLN	
262		paladino	steve					Sirianni		Mark	
263		Pamer	Katie					SKEAN		KARA	
264		Paolletti	Jules					Skelly		Sean	
265		Parsley	Geoff					SKOGLAND		MIKE	
266		pascall-soelal	alana					SKROBOWSKI		TONY	
267		Patterson	Patrick					SMARELLA		TOM	
268		Penrose	Michele					SMITH		TODD	
269		peterson	chris					SMURR		MIKE	
270		petre	michele					STACKER		ED	
271		petrush	arlene					STARK		MIKE	
272		Philhower	Jim					STARK		STEFANIE	
273		Piperis	Tom					STEVENS		SANDY	
274		rahman	zubair					STRATIS		ERIC	
275		Redmond	Phillip					STRAUSSMAN		MYRA	
276		Reem	Kevin					STREICHER		PATRICK	
277		Reichart	Erin					STRETTI		SALLIE	
278		reina	annamarie					SULLIVAN		TIM	
279		Reminga	Bill					SUTTON		WILBUR	
280		reminga	tim					Swift		Ryan	
281		rhode	jennifer					TECHAR		JOE	
282		Rigsby	Zach					TENNANT		LIZ	

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**2015 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
283		Riley	Kevin					TOBY		SCOTT	
284		Riley	Robert					TROTTA		MIKE	
285		Rinnas	Scott					TRUINI		MJ	
286		Roddy	Mike					VALLE		JOHN	
287		rogers	colan					VAN AMBURG		RONA	
288		Rollins	Kelly					VANVOLKINBURG		BARRY	
289		Roussel	Matt					VAUGHN		JOE	
290		Rowley	Aaron					VENNEMANN		MIKE	
291		Roy	Marcy					VILLANUEVA		RACHEL	
292		rozin	rodi					WALKER		MIKE	
293		Ruddock	Cornell					WARMUTH		JUSTIN	
294		Ruggiero	Angela					WEILAND		RENEE	
295		Ryan	Scott					WEIMERSKIRCH		BOB	
296		Salani	Laura					WESLEY		SPENCER	
297		Salani	Steve					WHARFF		MIKE	
298		Salas	Marisa					WHITE		STEVE	
299		salcido	stephene					WILHELM		AARON	
300		sanders	scott					WILLIAMS		BRAD	
301		schaeffler	nch					WILSON		AMANDA	
302		schilling	john					WION		SHANE	
303		Schilling	John					WIZNER		TODD	
304		Schneider	Bob					WNEK		KRISTEN	
305		Schneider	Ryan					WOLD		ANDY	
306		Schneider	Tom					WOOLFOLK		TUCKER	
307		Schramm	Gavin					Yamamoto		Matt	
308		Seijo	Gabi					YATES		TRACEY	
309		sennett	dean					YOAKIM		DAVID	
310		sherman	jeffrey					YUNGNER		STEVE	
311		shoff	lonnie					ZELLER		ROBERT	
312		Shooshanian	Margaret					ZELSDORF		STEVE	
313		Silvas	Casey								
314		simon	al								
315		Siruchek	Jason								
316		Sivak	Ernie								
317		Smith	Bill								
318		Smith	Erin								
319		Smith	Kimberly								
320		smith	Tom								
321		Smith	Tom								
322		Souyias	Justin								
323		Stacey	Diane								
324		staniszewski	steve								
325		stapelton	joel								
326		Steck	Dave								
327		Steck	Drew								
328		Steck	Ryan								
329		steck	tyler								
330		Stenger	Butch								
331		Strohkrich	Patrick								
332		Strons	James								
333		strubbe	dirk								
334		Sullivan	Shelley								
335		sullivan	Tim								
336		susami	renee								
337		susino	tony								
338		Sutton	Rachael								
339		Swearingen	Josh								
340		Sweeney	Mark								
341		taddoni	andrew								
342		Tarrant	Pat								
343		Taylor	Shaun								
344		temple	dave								
345		Thompson	John								
346		Thurm	Patrick								
347		Topete	Raul								
348		topf	mike								
349		Torres	Deb								
350		Tracy	Jeff								
351		Trautman	Mike								
352		Trumbo	Molly								
353		van hekken	gerjan								

Company	Last Name	MI	First Name	Event Info
Benco Dental	Arsenault		Pat	
Benco Dental	Austin		Bill	
Benco Dental	Bird		Kathleen	
Benco Dental	Bordewyk		Dave	
Benco Dental	Boris		Stacey	
Benco Dental	Bowe		Todd	
Benco Dental	Boynnton		Marisa	
Benco Dental	Brandsen		Dave	
Benco Dental	Brayton		Caryn	
Benco Dental	Breton		Sara	
Benco Dental	Brosnan		Tim	
Benco Dental	Brown		Michael	
Benco Dental	Broyles		James	
Benco Dental	Bump		Dan	
Benco Dental	Buschkopf		Mike	
Benco Dental	Catalano		Christina	
Benco Dental	Classon		Steve	
Benco Dental	Cohen		Chuck	
Benco Dental	Cohen		Rick	
Benco Dental	Cole		Dan	
Benco Dental	Cole		Philip	
Benco Dental	Conte		Jim	
Benco Dental	Courtney		Nathan	
Benco Dental	Dailey		Matt	
Benco Dental	DeNardo		Jeannine	
Benco Dental	Dewit		Deborah	
Benco Dental	Dillon		Kevin	
Benco Dental	Dynek		Ryan	
Benco Dental	Evans		Brian	
Benco Dental	Evans		Heather	
Benco Dental	Evans		Sue	
Benco Dental	Fagundes		Bill	
Benco Dental	Ferguson		Dave	
Benco Dental	Forbes		John	
Benco Dental	Franklin		Justin	
Benco Dental	Fugate		Dee Dee	

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Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart**

	A	B	C	D	E	F	G	H	I	J	K
354		Vannatta		Butch				Gardner		David	
355		vassallo		susan				Gilligan		Nicole	
356		vega		Paty				Giovanelli		Mario	
357		veliu		danny				Godinez		Lius	
358		viscomi		gina				Goodman		Mike	
359		Wagner		vince				Greene		Eric	
360		Walker		Jeff				Guonterberg		Evie	
361		Wallace		Willard				Heinzelman		Steve	
362		walsh		marguerite				Herbig		Steve	
363		Ward		Pete				Hovde		Chris	
364		Weller		Brandan				Huber		Mitch	
365		Werner		Madeline				Itterly		Jill	
366		Westerheide		Dan				Jackson		Paul	
367		Westfall		Natalie				Jorissen		Tom	
368		Weston		Nicole				Klavon		John	
369		Whitchurch		Thomas				Knight		Tim	
370		Wilkins		Jessie				Kohn		Jared	
371		Willi		Rene				Koster		Nate	
372		williams		andrea				Kraus		Bill	
373		Williams		David				Lenth		Brad	
374		Williams		Rick				Lenzen Mercer		Erin	
375		Wisniewski		Frank				Liddell		Threasa	
376		Wisniewski		Andrew				Manes		Rob	
377		Witt		David				McElaney		Mike	
378		Wong		Richard				McMahan		Brandon	
379		Wood		Mike				McMahon		Beth	
380		Woodend		Matt				Merlo		Tim	
381		Wooils		Joshua				Miller		Randi	
382		Wright		Mike				Montagna		Pat	
383		Wyland		Dan				Morgan		Matt	
384		yllanes-delshad		maryellen				Mutch		Andy	
385		yost		brian				Nelson		Mark	
386		Youngs		Joe				Orgonek		Chrs	
387		zdrojewski		marc				Perrone		Justin	
388		zimny		kristy				Petrucci		Marcy	
389		Zollinger		Stefan				Philp		Rod	
390		Zyskowski		Tim				Pierotti		John	
391								Pinello		Chris	
392								Pugh		Rachel	
393								Qunell		Tim	
394	Company	Last Name	MI	First Name	Event Info			Radzaminski		Julie	
395	Henry Schein Practice							Rhodes		Sam	
396	Management Solutions							Rhodes		Sam	
397		Allen		Brian				Romeo		Greg	
398		Astle		Michael				Ross		Clay	
399		Banks		Riley				Rundio		Duane	
400		Barker		Tammy				Ryan		Pat	
401		Boyle		Andrew				Salerno		Philip	
402		Bunker		Kevin				Schwartz		Bonnie	
403		Burnham		Rhett				Sena		Shaelen	
404		Calhoun		Alisha				Shimskie		Steve	
405		Chavira		Brandon				Shinabargar		Rachael	
406		Chavira		Shar				Stella		Pat	
407		Ciardello		Christopher				Stella		Patricia	
408		Ciardello		Denise				Stephenson		Matt	
409		Clahoun		Alisha				Stoltz		John	
410		Condie		Kim				Swanson		Eric	
411		Dahl		Richard				Taylor		Ron	
412		Davis		Kwame				Thordill		Jim	
413		Davis		Kwame				Tobroxen		Don	
414		Davis		Wyatt				Tucci		Brian	
415		Eggett		Kent				Vestal		Sandy	
416		Erickson		Andrew				Wacker		Mike	
417		Favela		Michael				Webb		Chris	
418		Fillmore		Michael				Week		Ron	
419		Fillmore		Michael				Wilcoxson		LeAnn	
420		Golay		Doug				Wind		Chad	
421		Graves		Damon				Yarroll		Doug	
422		Greenway		Todd				Zech		Shawn	
423		Guest		Wayno							
423		Hanks		Tom							

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2015 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
424		Herbert		Bruce							
425		Hsu		Amy							
426		James		Trevor							
427		Jensen		Rachel							
428		Jensen		Troy							
429		Jessop		Danny							
430		Johnson		Dayna							
							Company	Last Name	MI	First Name	Event Info
431		Johnson		Jeremy			Henry Schein -				
432		Kingston		Landon			Zirlux				
433		Laurence		Tracy				Baker-Johnson		Jennifer	
434		Lee		Tracey							
435		Lefebvre		Kyle							
							Company	Last Name	MI	First Name	Event Info
436		Lefebvre		Kyle			Henry Schein -				
437		Liora		Mitchell			Pro Repair				
438		Longyear		George				Baker-Johnson		Jennifer	
439		Lubin		Laurel							
440		MacArthur		Michael							
							Company	Last Name	MI	First Name	Event Info
							Henry Schein -				
							Professional				
							Practice				
							Transitions				
441		McDaniel		Adam							
442		McGonigal		Patrick				Baker-Johnson		Jennifer	
443		McKnight		Jason				Drayer		Keith	
444		Meghdadi		Tatia				Evans		Deanna	
445		Moreno		David				Heller		Gene	
446		Nelson		Soup							
447		Nelson		Soup							
448		Newton		Jimmy							
							Company	Last Name	MI	First Name	Event Info
449		Olsen		Russ			Henry Schein				
450		Parry		Christi			Design Center				
451		Parry		Christi				Baker-Johnson		Jennifer	
452		Parry		John							
453		Peterson		Brian							
							Company	Last Name	MI	First Name	Event Info
							Henry Schein				
							Merchandise				
							Exclusives				
454		Reed		Miranda							
455		Roberts		Ryan							
456		Roberts		Steve				Baker-Johnson		Jennifer	
457		Royer		Brad							
458		Rutledge		Jon							
							Company	Last Name	MI	First Name	Event Info
459		Salas		Marisa			Henry Schein				
460		Sale		Steven			Orthodontics				
461		Sauric		Chris				Cosgrove		Lisa	
462		Sibley		Kris				Howell		Sarah	
463		Taylor		Vance				Malerstein		Ron	
464		Urganus		Juliette				Massaro		Ed	
465		Wadsworth		Chris				Richardson		Leigh	
466		Wambold		Ian				Tuttle		Don	
467		Whitchurch		Thomas				Velasco		Maribelle	
468		Willson		Adam							
469		Zaugg		Brandon							
							Company	Last Name	MI	First Name	Event Info
470							Burkhart				
471							Dental Supply				
472								Calder		Kevin	
473								Casey		Angela	
474								Garcia		Rachel	
475								Gill		Melissa	
476								Maurer		Trevor	
477								Norton		Michael	
478								Palmer		Leo	
479								Pena		Michelle	
480								Radz		Gary	
481								Ritsema		Jerry	
								Sundheimer		Bill	

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Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
1	Company	Last Name	MI	First Name	Event Info		Company	Last Name	MI	First Name	Event Info
2	Henry Schein Dental						Patterson Dental Supply, Inc.				
3		Abrams		Jack				Abbott		Julie	
4		Acquafredda		Rita				Abruzzo		Nick	
5		Adams		Sara				Adams		John	
6		aho		Eric				Adyniec		Jim	
7		Albertini		Andrea				Alexander		Cheryl	
8		Albright		Terry				allston		merritt	
9		Alder		Mike				Ames		Mark	
10		Allen		Brian				Anderson		Kimberly	
11		alien		david				Anderson		Michelle	
12		Almanzar		Frank				Anderson		Scott	
13		anderson		gordon				Andrews		Michael	
14		anderson		Lynn				Anglin		Peggy	
15		ansell		nathan				Ashton		Lori	
16		antoniou		greg				Bahr		Tim	
17		Appel		Ron				Baker		Kelly	
18		archer		anthony				Baker		Kent	
19		arenas		andreas				Barmore		Raymond	
20		Atwater		Blaine				Bates		Jason	
21		Azzara		Lou				Beaupre		Mark	
22		Azzara		Nick				bekasiak		john	
23		Baffour-Awuah		Papa				Berghoff		Jana	
24		Baker-Johnson		Jennifer	1 x Bee Gees			Bettencourt		John	
25		Baker-Johnson		Jennifer				Bever		Denise	
26		Balaguer		Mariano				Bickel		William	
27		Balinski		Bill				Bonner		Damien	
28		Ballon		Rich				Borries		Dianna	
29		barcelo		adis				Bradburn		Kim	
30		barrett		katie				Brandt		Marilynn	
31		Bartsch		Ron				Braun		Andrew	
32		Batley		Paul				Bray		Holly	
33		Baucom		Jon				Brodersen		Vickie	
34		bauer		scott				Brooks		Christopher	
35		beebe		christy				Brown		Brian	
36		beebe		scott				Brown		Donny	
37		behar		jeremy				Buckman		Jeff	
38		behm		jon				Buehnerkemper		Cari	
39		Beirich		David				Cacciatore		Joann	
40		BENNETT		SHANE				Cacciatore		Rick	
41		Bergman		Stanley				callon		dean	
42		Berkey		Paul				Cameron		Jessica	
43		Birkin		Anita				Capranos		Calvin	
44		Birkley		Justin				Carl		Dave	
45		Borders		Carolynne				Carmody		Brad	
46		Boresi		John				Carson		Elliot	
47		Brady		Brian				Catanzaro		Phil	
48		Breslawski		Jim				Chapple		Jon	
49		BRESNICK		MICKEY				Clair		Edward	
50		BROCKMAN		JOE				Clery		Ryan	
51		BRODERICK		PATRICK				Cole		Ryan	
52		BROPHY		TOM				Collins		Sherry	
53		Brous		David				Colwell		Victoria	
54		Brown		Al				Connors		Steven	
55		BROWN		ASHLEY				Cotter		Paul	
56		BROWN		ERIC				Couch		Brett	
57		Buchheit		Vanessa				Crone		Bill	
58		BUDA		TARA				Crowley		Pat	
59		Burnett		John				Crumpley		Matthew	
60		Burniston		Kevin				Cuevas		Sergio	
61		Camporeale		Len				Cullmann		Todd	
62		Canale		Jennifer				Cunningham		Chad	
63		CAPOTS		MARC				Cunningham		Dawn	
64		Carlson		Natalie				Dagher		Norman	
65		CARR		RYAN				De Lange		Siri	
66		CARTER		STEVE				DeBoer		Margaret	
67		Casey		Denise				DeGeorge		Mike	

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Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
68		CAULFIELD		TOM				Derivan		Donald	
69		Cavaretta		Joe				Derivan		Sarah	
70		CAYNE		CLAUDIA A.				Dervenis		Teri	
71		Chala		Mirna				Devoe		Ken	
72		Challed		Carol				Dodson		Mike	
73		Chambers		Alexis				Dotta		Nancy	
74		Chambers		Frank				Downer		Jeffrey	
75		Chatham		John				Druelinger		Steve	
76		CHRISTENSEN		KATHY				Dumais		Alain	
77		christopherson		RACHEL				Dunahoo		Mike	
78		Clark		Casey				Durante		Rhonda	
79		clay		allison				Easty		Daniel	
80		cloonan		darlene				Eichholz		Anthony	
81		cochran		Grady				Elrod		Cameron	
82		cohen		pinhas				Elster		Mike	
83		Collington		Beth				Endresen		Angelina	
84		comeyne		lindsay				Erfourth		Matthew	
85		compton		tyson				Erri		Angelo	
86		Cook		Cari				Evans		Brian	
87		corder		brad				Evans		Terry	
88		cottrell		kellen				Faber		Tim	
89		covey		mike				Fabian		Rick	
90		Cox		John				Fehling		Christian	
91		Crooke		Justin				Field		Mike	
92		Dahlberg		Kathy				Files		Darlene	
93		dahm		eddie				Fiscus		Dave	
94		dailey		amy				Fish		Dwight	
95		dean		joe				Fitzsimmons		Terry	
96		dean		tammy				Fitzsimmons		Tyler	
97		DeArment		Danielle				Flesher		Baker	
98		DeMonaco		Mark				Foltz		Brett	
99		dennis		michelle				Forfinski		Ed	
100		deschietere		dominique				Frederick		Jim	
101		Devaney		Kathy				Fritz		Matt	
102		diamond		kim				Fruchtl		Ted	
103		Diaz		Joe				Fry		Kaylan	
104		DiBlasi		Jeff				Gaffke		Drew	
105		diggs		gannon				Gardner		Cory	
106		dilkofsky		justin				Gaurke		Michael	
107		doherty		kevin				Geno		Michelo	
108		Drayer		Keith				Gilcrest		Terry	
109		duncan		cindy				Godbold		Maria	
110		eggleston		kent				Gordon		Steve	
111		eigenberger		dan				grant		jay	
112		elias		ken				Greulich		Ryan	
113		encinias		derek				Groen		Tony	
114		enderle		david				Grove		Dave	
115		Engle		Mike				Guggenheim		Paul	
116		enneking		lisa				Gugino		Ann	
117		Eschler		Bernt				Guin		Ben	
118		fahey		michael				Haas		Darrell	
119		feist		chris				Habel		Tod	
120		ferber		curtis				Hannon		Jennifer	
121		ferone		john				Hawkins		Jeff	
122		ferrero		jennifer				hawks		brad	
123		feye		dan				Hays		Rob	
124		figueroa		cesar				Heinsohn		Cathy	
125		fillault		michele				Heise		Bob	
126		Florini		Carl				Hemmen		Pam	
127		flecke		megan				Henderson		Jason	
128		Floodman		Matt				Hennings		Dave	
129		foley		randy				Herthol		Todd	
130		Friedman		Diana				Hicok		Elizabeth	
131		fryman		avi				Hilzendager		Brooke	
132		furlong		joe				Hogan		Joey	
133		Galayda		Nicole				Hogendorf		Brian	
134		gambold		simon				Holt		Paul	
135		Gantos		Kam				Hopp		Jeff	
136		gauzza		keith				Hotter		Amy	
137		Geever		Audra				Howarth		Gail	
138		Gelfo-Klein		Jason				Hughes		Daniel	

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2016 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
139		gerboth		brett				nughes		jill	
140		Gertz		Pat				Jackman		Adam	
141		giebe		kolth				Jackson		James	
142		gilgenbach		eddie				Jacobellis		Michelle	
143		Glass		Rick				Jambor		Mike	
144		Glucksman		Samantha				Janowski		Robin	
145		Gonzalez		Nasdra				Jennings		Joel	
146		goodman		jeffrey				Jimenez		Alex	
147		Gorgone		Lisa				Joergens		Hannah	
148		gothard		ann marte				Johnson		Alan	
149		Gottlander		Robert				Johnson		Bryan	
150		gracey		kevin				johnson		erik	
151		Grammas		Dave				Johnson		Jeff	
152		graversen		scott				Johnscn		Jenn	
153		green		brian				Jones		Maureen	
154		gregory		todd				Jones		Sandra	
155		Grindle		Kelsey				Jones		Sean	
156		grinwis		candice				Jorgensen		Connor	
157		grogan		jeff				Joyce		Daniel	
158		Groh		Sue				Joyce		James	
159		Gucfa		Ethan				Kaliciak		Teresa	
160		gupta		pawan				kampschnieder		steve	
161		gutroff		george				Kardel		Elizabeth	
162		Haldeman		Ken				Keedy		Bob	
163		hammermeister		rebecca				Kemper		Mike	
164		hammon		jimmie				Kerns		Dave	
165		hansel		joey				Killian		Josh	
166		Harding		Jim				Klatt		Pat	
167		harms		blake				Kleffmann		John	
168		harris		john david				Kobelinski		Dave	
169		hart		ryan				Koeberlein		Jeremiah	
170		hartke		RYAN				Konicek		Dan	
171		harvilla		mike				Korba		Jeffery	
172		Hayward		Mike				Koscak		Meghan	
173		Headley		Bryan				Kraemer		Ross	
174		headley		bryan				Kreke		Patrick	
175		hegg		guy				kreuter		randy	
176		Hein		Derek				Kube		Paula	
177		helkenn		jason				Kump		Suzanne	
178		hendrickson		michael				Kump		Suzanne	
179		Higgins		Nancy				Lafata		Frank	
180		hight		andrea				Lafergola		Richard	
181		Hindmarsh		Tom				Lake		Rich	
182		Hinsch		Paul				Lamont		John	
183		Hobbs		Don				Landeck		Richard	
184		hobbs		sam				Larkin		Troy	
185		hollink		jonathan				Lee		Sean	
186		hough		eric				Lee		Stephen	
187		howell		jacob				Lemley		Will	
188		hufford		garrett				Lenard		Garry	
189		hulick		rob				Leski		LeeAnn	
190		hulick		rob				Levy		Kevin	
191		Hunt		Ken				Lewis		Bill	
192		hunt		matthew				Lewsadder		Suzanne	
193		james		trevor				Liesemeyer		Jacob	
194		Jandrisits		Joe				Lohman		Greg	
195		Jantzer		Andrea				Lonier		Joe	
196		jayjack		dyan				Loper		Mitch	
197		Jaynes		Kayleen				Lotz		Matt	
198		jeltema		patti				Luyk		Barry	
199		jenkins		chuck				Lynch		Wayne	
200		johnson		dan				macgregor		julia	
201		johnson		danielle				Malecha		Kevin	
202		johnson		eric				Mandell		Joel	
203		Johnson		Marc				Mans		Scott	
204		johnson		nathan				Mansfield		Anne	
205		jonson		betty				Markham		Rick	
206		jonson		john				Marsh		Lori	
207		Jourdan		Justin				Martin		Grant	
208		Kalantzis		Elias				McClurg		Caroline	
209		kamp		michael				McCombs		Matt	

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2016 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K
210		kasbo		abe				McFadden		Neal	
211		Kaye		Greg				McGiincy-Bott		Carrie	
212		kearney		lori				McIntyre		Chuck	
213		kelly		james				mckee		chuck	
214		kemper		dana				McLevish		Krystal	
215		kennedy		scott				McMahan		April	
216		Kess		Steve				McMahon		Beth	
217		Khoury		George				Meeks		Robbie	
218		Killips		Keith				Meilink		Steven	
219		king		tom				Meyer		Jeffrey	
220		Klarmeyer		Axel				Mielzarek		Andrew	
221		Knott		Maureen				Miller		Brett	
222		Kochman		David				Miller		Lauren	
223		Kohlhaas		Jay				Miller		Rick	
224		kolata		shane				Moresi		Jennifer	
225		Kondrad		Jim				Morris		Mark	
226		Kostorowski		Monica				Mothershead		Robert	
227		kozlowski		kelly				Muellenbach		Mike	
228		krasniqi		jim				Murbarger		Melissa	
229		Krause		Jason				Murdoch		Dale	
230		kroeger		beverly				Nagel		Leslie	
231		kriek		fred				Neal		Lori	
232		kroeger		dan				Noesen		Patrick	
233		Kuehl		Rachael				Novak		Dan	
234		Kuklinski		Greg				Nudel		Alex	
235		Laundre		Amy				O'Connor		Ryan	
236		lavigna		bob				O'Donnell		Patrick	
237		Leavitt		Alan				Oglesbee		Cathy	
238		lerro		brian				O'LEARY		John	
239		Lieberthal		Bruce				O'LEARY		RACHAEL	
240		Liesz		Bob				Osborne		Bill	
241		Link		John				Otto		Cameron	
242		link		lorie				Paul		Nicholas	
243		Lipsig		Bruce				Pavlova		Evgenia	
244		litzzenberger		johanns				Peralta		Alfonso	
245		loessberg		mike				Petroff		Scott	
246		london		adam				Phelps		Paul	
247		looker		katelyn				Pierce		Brian	
248		Lowe		Donna				Piggot		Tom	
249		lyga		sam				Piotrowski		Andrew	
250		lyman		steve				Plamann		Rex	
251		mackenzie		brian				Plate		Jeffrey	
252		mackey		matt				Pooneh		XXXX	
253		malone		john				Poor		Courtney	
254		Mancuso		Erica				Popian		Megan	
255		marianacci		phil				Portnoy		Alex	
256		marks		david				Pourney		Debra	
257		martin		artie				Pouti		Mark	
258		martin		john				Quade		Adam	
259		Martino		Annette				Radloff		Devin	
260		mast		brian				Reamer		Jennifer	
261		Matt		Cindi				Reding		Tom	
262		Mattia		Tim				Redlin		Brian	
263		mcdonald		robert				Rock		Jeff	
264		mcgill		chuck				Rogan		Tim	
265		mcguire		jen				Rossi		Andy	
266		McLaughlin		Beth				Rottar		James	
267		McNichol		Melanie				Rupprecht		Kristy	
268		mcnulty		kurt				Sam		Shamardi	
269		mcpartlin		karen				Sam		XXXX	
270		meadows		jake				Sargent		Dave	
271		nelser		todd				Schauer		Cecile	
272		mendoza		lizette				Schilling		Rebecca	
273		merced		kelly				Schmidt		Tiemey	
274		meredith		john				Schoenwalder		John	
275		Meuchner		Gerard				Schwing		Kenny	
276		miles		steve				Sciore		Vince	
277		millar		kathy				Shewmaker		Greg	
278		Minahan		Jack				Simmons		Lincoln	
279		minor		michael				Skrobowski		Anthony	
280		Minowitz		Bob				Smith		Todd	

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2016 MWM
Exhibitor Personnel
Benco, Henry Schein, Patterson, Burkart

	A	B	C	D	E	F	G	H	I	J	K	
281		Miranda	Rich					Smurr		Mike		
282		mitchell	connor					Souhan		Geb		
283		Mlotek	Mark					Stacker		Ed		
284		mohan	melinda					Stark		Mike		
285		molcian	tatiana					Stewart		Lindsay		
286		mondoux	jessie					Straussman		Myra		
287		montgomery	dedra					Streicher		Patrick		
288		morris	steve					Stretti		Salli		
289		Morrissy	Jim					Studzinski		Jimmy		
290		Mozaffarian	Darius					Sudheimer		Erik		
291		muller	dave					Sutton		Wilbur		
292		Muller	Hal					Swift		Ryan		
293		myrick	jame					Techar		Joseph		
294		napierALSKI	adam					Ternant		Liz		
295		NELSON	RACHEL					Thomas		Joe		
296		nelson	rachel					Toby		Scott		
297		NIMETY	JIM					Trotta		Mike		
298		NOLAN	BRIAN					Truini		MJ		
299		Nuss	Eric					Tucci		Brian		
300		Obermueller	Tyler					Turner		Emily		
301		O'Brien	Steve					Underhill		Phil		
302		OHRI	PRASHANT					Valle		John		
303		O'KEEFE	JACK					VanVolkinburg		Barry		
304		O'LEARY	JENNIFER					varberg		mark		
305		Oltman	Mark					Vaughn		Joe		
306		O'NEIL	IAN					Vennemann		Mike		
307		Opland	Gina					Villanueva		Rachel		
308		Orr	John					Walker		Michael		
309		Osborne	Joe					Weatherly		Mike		
310		OSTERFELD	JOE					Weiland		Renee		
311		OTTELIN	SCOTT					Weimerskirch		Bob		
312		PALADINO	STEVE					Wesley		Spencer		
313		palmer	mark					Wharff		Michael		
314		PAMER	KATIE					White		Steve		
315		PAOLETTI	JULES					Williams		Brad		
316		Parnell	Sean					Williams		Mike		
317		PATTERSON	PATRICK					Wion		Shane		
318		PENROSE	MICHELE					Wise		Deidre		
319		Peterson	Chris					Wise		Lois		
320		Philhower	Jim					Wizner		Todd		
321		PHILLIPS	BRANDON					Wnek		Kristen		
322		Quinn	Kendra					Wold		Andy		
323		RADU	MARIN					wolken		anne		
324		RAHMAN	ZUBAIR					Woods		Greg		
325		REDMOND	PHILLIP					Woolfolk		Tucker		
326		reece	pam					Wright		John		
327		Reeder	Tony					Yamamoto		Matt		
328		REICHARDT	JEFF					Yoakim		David		
329		REICHART	ERIN					Yunger		Steve		
330		REMINGA	BILL					Zeller		Robert		
331		Reminga	Tim					Zelsdorf		Steve		
332		Rhode	Jennifer									
333		Riehl	Thomas									
334		Rigsby	Zach									
335		rigsby	zach									
336		RINNAS	SCOTT									
337		Rivin	Sarah									
338		RIVIN	SARAH									
339		Roebach	Bobby									
340		ROSS	JEREMY									
341		Rothstein	Mallory									
342		ROUSSEL	MATT									
343		Roux	Aaron									
344		ROWLEY	AARON									
345		Rowsell	Becky									
346		Rozin	Rodi									
347		Ruggiero	Angela									
348		SADDLE	CINDY									
349		SALANI	STEVE									
350		Sale	Steve									
351		Sanders	Scott									
								Company	Last Name	MI	First Name	Event Info
								Benco Dental				
								Alles			Matt	
								Bird			Kathleen	
								Boehm			Steven	
								Bordewyk			David	
								Boris			Stacy	
								Bowe			Todd	
								boychuk			michael	
								Brayton			Caryn	
								Brosnan			Tim	
								Broyles			James	
								Bump			Dan	
								Buschkopf			Mike	
								Catalano			Christina	
								Classon			Steve	
								Cohen			Chuck	

CDS0047

CX6027

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
1	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Scott Anderson land line (phone # last four digits - 1708)	1/23/2009	10:44:00	2 min	[phone call - not UTC]	CX4435 at -026
2	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/13/2009	17:39:15	1 min 49 sec	[phone call]	CX4414 at -2043 (item 478)
3	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/15/2009	19:54:12	52 sec	[phone call]	CX4435 at -044; CX4414 at -2044 (item 500)
4	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/15/2009	19:55:14	16 min 56 sec	[phone call]	CX4435 at -044; CX4414 at -2044 (item 501)
5	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Scott Anderson land line (phone # last four digits - 1708)	6/25/2009	11:48:00	3 min	[phone call - not UTC]	CX4435 at -097
6	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	7/7/2009	17:55:59	1 min 29 sec	[phone call]	CX4414 at -2090 (item 97)
7	Call	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan land line (phone # last four digits - 2508)	7/8/2009	18:14:25	52 sec	[phone call]	CX4436 at -005 CX4414 at -0756 (item 849)
8	Call	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	7/8/2009	18:15:37	1 min 6 sec	[phone call]	CX4436 at -005 CX4414 at -2090
9	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/30/2009	20:01:48	7 min 25 sec	[phone call]	CX4435 at -175 CX4414 at -2113 (item 951)
10	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/16/2010	13:02:27	5 min 7 sec	[phone call]	CX4414 at -2136 (item 491) CX4437 at -251
11	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/16/2010	15:08:27	n/a	[no content available]	CX1114 at -17880 (item 1306)
12	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/16/2010	15:10:21	n/a	[no content available]	CX1114 at -17880 (item 1307)
13	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/16/2010	15:10:22	n/a	[no content available]	CX1114 at -17880 (item 1308)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
14	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/16/2010	16:47:44	n/a	[no content available]	CX1114 at -17880 (item 1313)
15	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/21/2010	4:04:47	n/a	[no content available]	CX1114 at -17882 (item 1440)
16	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/21/2010	12:10:20	n/a	[no content available]	CX1114 at -17882 (item 1441)
17	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/21/2010	22:54:09	n/a	[no content available]	CX1114 at -17883 (item 1488)
18	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/22/2010	0:20:08	n/a	[no content available]	CX1114 at -17883 (item 1489)
19	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	4/26/2010	18:41:22	n/a	[no content available]	CX1114 at -17910 (item 2854)
20	Call	Scott Anderson mobile (phone # last four digits - 7215)	Chuck Cohen mobile (phone # last four digits - 1340)	6/24/2010	9:16:00	2 min	[phone call - not UTC]	CX4436 at -052
21	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Scott Anderson mobile (phone # last four digits - 7215)	6/24/2010	9:18:00	16 min	[phone call - not UTC]	CX4436 at -052
22	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/30/2010	12:45:30	n/a	[no content available]	CX1114 at -17318 (item 6355)
23	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/30/2010	14:15:27	n/a	[no content available]	CX1114 at -17318 (item 6358)
24	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/30/2010	14:15:28	n/a	[no content available]	CX1114 at -17318 (item 6359)
25	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/30/2010	17:16:44	n/a	[no content available]	CX1114 at -17319 (item 6365)
26	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	12/2/2010	13:38:57	n/a	[no content available]	CX1114 at -17322 (item 6517)
27	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	12/2/2010	16:30:56	n/a	[no content available]	CX1114 at -17323 (item 6548)
28	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	12/2/2010	18:37:02	n/a	[no content available]	CX1114 at -17323 (item 6553)
29	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	12/2/2010	18:37:35	n/a	[no content available]	CX1114 at -17323 (item 6554)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
30	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	12/2/2010	20:19:32	n/a	[no content available]	CX1114 at -17323 (item 6560)
31	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	12/2/2010	21:17:33	n/a	[no content available]	CX1114 at -17323 (item 6561)
32	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	12/10/2010	16:22:40	1 min 52 sec	[phone call]	CX4414 at -2085 (item 836)
33	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	12/10/2010	16:23:33	n/a	[no content available]	CX1114 at -17334 (item 6973)
34	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	12/10/2010	16:25:13	n/a	[no content available]	CX1114 at -17323 (item 6974)
35	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/31/2011	23:55:24	20 sec	[phone call]	CX4413 at -0735 (item 132) CX1380 at -012
38	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/1/2011	0:07:18	n/a	[no content available]	CX4412 at -10919 (item 1392)
36	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/1/2011	0:12:35	0 sec	[phone call]	CX4413 at -0735 (item 133)
37	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/1/2011	0:18:43	49 sec	[phone call]	CX4413 at -0735 (item 134) CX1380 at -012
40	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/1/2011	14:14:38	35 sec	[phone call]	CX4413 at -0735 (item 135)
39	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/1/2011	14:19:41	17 min 14 sec	[phone call]	CX4413 at -0735 (item 136) CX1380 at -013
41	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/2/2011	14:30:08	n/a	[no content available]	CX4412 at -10922 (item 1500)
42	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/2/2011	14:30:08	n/a	[no content available]	CX4412 at -10923 (item 1501)
43	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/9/2011	3:07:02	n/a	[no content available]	CX4412 at -10936 (item 1986)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
44	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/9/2011	3:25:17	n/a	[no content available]	CX4412 at -10936 (item 1987)
45	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/9/2011	3:25:18	n/a	[no content available]	CX4412 at -10936 (item 1988)
46	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/9/2011	20:14:56	n/a	[no content available]	CX4412 at -10937 (item 2003)
47	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/9/2011	20:15:32	n/a	[no content available]	CX4412 at -10937 (item 2004)
48	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/14/2011	13:54:56	n/a	[no content available]	CX4412 at -10944 (item 2278)
49	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/14/2011	19:25:11	n/a	[no content available]	CX4412 at -10944 (item 2279)
50	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/14/2011	20:30:06	49 sec	[phone call]	CX4413 at -0737 (item 220)
51	Call	Chuck Cohen land line (phone # last four digits - 6811)	Tim Sullivan mobile (phone # last four digits - 8377)	2/14/2011	20:43:05	31 sec	[phone call]	CX4412 at -09157 (item 847)
52	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/14/2011	20:48:41	n/a	[no content available]	CX4412 at -10944 (item 2282)
53	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/14/2011	20:59:19	n/a	[no content available]	CX4412 at -10944 (item 2283)
54	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/14/2011	21:04:23	8 sec	[phone call]	CX4413 at -0737 (item 223)
55	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/14/2011	21:22:46	0 sec	[phone call]	CX4413 at -0737 (item 225)
56	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/14/2011	21:23:13	18 sec	[phone call]	CX4413 at -0737 (item 227)
57	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/21/2011	11:40:32	n/a	[no content available]	CX4412 at -10951 (item 2521)
58	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/21/2011	11:43:16	n/a	[no content available]	CX4412 at -10951 (item 2522)
59	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/21/2011	11:44:03	n/a	[no content available]	CX4412 at -10951 (item 2523)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
60	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/21/2011	15:51:40	n/a	[no content available]	CX4412 at -10951 (item 2534)
61	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/22/2011	12:49:04	n/a	[no content available]	CX4412 at -10952 (item 2555)
62	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/24/2011	17:53:46	n/a	[no content available]	CX4412 at -10983 (item 3659)
63	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/24/2011	18:21:03	n/a	[no content available]	CX4412 at -10983 (item 3661)
64	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/24/2011	20:03:07	n/a	[no content available]	CX4412 at -10983 (item 3662)
65	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	4/8/2011	21:58:47	n/a	[no content available]	CX4412 at -11003 (item 4367)
66	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/8/2011	23:55:26	n/a	[no content available]	CX4412 at -11003 (item 4371) CX4412 at -28340 (item 127)
67	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	4/8/2011	23:57:46	n/a	[no content available]	CX4412 at -11003 (item 4372)
68	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/9/2011	0:23:24	n/a	[no content available]	CX4412 at -11003 (item 4373) CX4412 at -28340 (item 128)
70	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim land line (phone # last four digits - 1760)	8/29/2011	16:37:00	1 min	[phone call - not UTC]	CX1382 at -011
71	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim land line (phone # last four digits - 1760)	8/29/2011	16:37:00	1 min	[phone call - not UTC]	CX1382 at -011
72	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim land line (phone # last four digits - 1760)	8/29/2011	16:38:00	1 min	[phone call - not UTC]	CX1382 at -011
73	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim land line (phone # last four digits - 1760)	8/29/2011	16:40:00	1 min	[phone call - not UTC]	CX1382 at -011
74	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim land line (phone # last four digits - 1760)	8/29/2011	16:48:00	1 min	[phone call - not UTC]	CX1382 at -011

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
76	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim land line (phone # last four digits - 1760)	8/29/2011	17:07:00	1 min	[phone call - not UTC]	CX1382 at -011
78	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim land line (phone # last four digits - 1760)	8/29/2011	17:50:00	1 min	[phone call - not UTC]	CX1382 at -011
79	Call	Paul Guggenheim land line (phone # last four digits - 1760)	Chuck Cohen mobile (phone # last four digits - 1340)	8/29/2011	17:52:00	3 min	[phone call - not UTC]	CX1382 at -011
69	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	8/29/2011	20:31:10	50 sec	[phone call]	CX4413 at -0188 (item 1744) CX1382 at -010
75	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	8/29/2011	20:57:58	25 sec	[phone call]	CX4413 at -0188 (item 1745) CX1382 at -011
77	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	8/29/2011	21:49:56	0 sec	[phone call]	CX4412 at -04634 (item 4653) CX1382 at -011
80	Call	Patterson Dental (phone # last four digits - 3100)	Chuck Cohen mobile (phone # last four digits - 1340)	9/27/2011	16:14:00	6 min	[phone call - not UTC]	CX1126 at -009
81	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	0:39:18	n/a	"Having dinner with Julie Charlestein in NY @ YPO program, she claims you have an RM @ Schein named Chuck Cohen. True?"	CX2846 CX4412 at -11290 (item 14622)
82	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/6/2011	1:14:34	n/a	"Not a RM but there is a TSM (employee) w the name. Funny looking guy too. :)"	CX2967 CX4412 at -11290 (item 14623)
83	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	2:10:29	n/a	"Must be very bright & hard working. He needs to be working for Benco, does he have a contract? Can I give him a signing bonus? :-}"	CX2968 CX4412 at -11290 (item 14640)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
84	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	2:11:53	n/a	"If it's a Brewers-Yankees series, we better be going to a game. I'll come to WI, or you come to NY. We can bring Stan too."	CX2969 CX4412 at -11290 (item 14641)
85	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/6/2011	2:11:58	n/a	"I think Bill Rotert has already signed him too."	CX4412 at -11290 (item 14642) CX6615
86	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/6/2011	2:12:38	n/a	"In! Game 4 not starting well."	CX2970 CX4412 at -11290 (item 14643)
87	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/6/2011	2:27:33	n/a	"Maybe invite Bill too?"	CX2972 CX4412 at -11291 (item 14645)
88	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	2:28:20	n/a	"Bill Rotert? Does he work for me?"	CX2973 CX4412 at -11291 (item 14646)
89	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/6/2011	2:29:30	n/a	"Apparently very soon. Part of group in Fresno. We should get together at ADA and talk."	CX2974 CX4412 at -11291 (item 14647)
90	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	2:31:12	n/a	"Happy to talk anytime, let's get a cup of coffee in Vegas."	CX2975 CX4412 at -11291 (item 14648)
91	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	2:31:27	n/a	"I'm going to Yankee Stadium for game 5 tomorrow nite. Go Yanks!"	CX2971 CX4412 at -11290 (item 14644)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
92	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/6/2011	2:32:45	n/a	"K. Shoot for during break at Board meeting? If we need mire time after that then we will schedule there. Ok?"	CX2976 CX4412 at -11291 (item 14649)
93	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	2:34:27	n/a	"I'm on DTAF board, not DTA board. Our mtg is noon on Monday, when is DTA mtg?"	CX2977 CX4412 at -11291 (item 14650)
94	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/6/2011	2:35:51	n/a	"Oh yea. We r Tues 7 am to 11. I will look at schedule tomorrow and send you a few options."	CX2978 CX4412 at -11291 (item 14651)
95	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/6/2011	2:36:25	n/a	"Ok, let me know, thx."	CX2979 CX4412 at -11291 (item 14652)
96	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	11:08:45	n/a	"Tim: I had to change my ticket to leave Vegas early Weds AM. I arrive today & will be @ mtg all day tomorrow & GC party Tom nite. Any other time that wo" "rks for you to meet? Sorry. Thx."	CX2980 CX4412 at -11303 (item 15091) CX2981 CX4412 at -11303 (item 15092)
97	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	11:14:25	n/a	"Though between the Brewers & Packers, you should be in a fine mood this morning."	CX2982 CX4412 at -11303 (item 15093)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
98	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/10/2011	11:16:35	n/a	"On wayto airport myself. I will send alternate times later. Great time to be a cheesehead sports fan!"	CX2983 CX4412 at -11303 (item 15094)
99	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	11:32:07	n/a	"I arrive in Vegas midday today, maybe late afternoon today works for you. See u in Vegas."	CX2984 CX4412 at -11303 (item 15095)
100	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/10/2011	13:02:09	n/a	"How does 5:00 work for you? We are staying at Mandalay Bay which is where convention is at. We can determine location once there and have a lay of the land. Ok?"	CX2985 CX4412 at -11303 (item 15096)
101	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	17:24:40	n/a	"5p today works for me @ Mandalay, let me know. Thx."	CX2986 CX4412 at -11303 (item 15097)
102	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/10/2011	21:13:37	n/a	"Oy. Go figure. I can no longer do this today. Maybe we chat via phone later in week and the live at annual session? I assume u r going to DC?"	CX2987 CX4412 at -11304 (item 15118)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
103	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	21:15:24	n/a	"Oy"? Clearly you've been hanging around Stan too long. Talk later this week & live in DC works for me. Am stuck now @ DTAF board mtg."	CX2988 CX4412 at -11304 (item 15119)
104	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	21:16:09	n/a	"If your calendar tomorrow frees up, let me know. My schedule tomorrow isn't too tight. Thx."	CX2989 CX4412 at -11304 (item 15120)
105	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/10/2011	21:17:11	n/a	"I thought you would enjoy that. It's more Mark Mlotek than Stan, but I catch on quickly. Tomorrow afternoon gas possibilities, but not sure I want to do on convention floor. We'll figure it out."	CX2990 CX4412 at -11304 (item 15121)
106	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/10/2011	21:17:16	n/a	[no content available]	CX4412 at -11304 (item 15122)
107	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	21:20:02	n/a	":-). OK, let me know for tomorrow. Thx."	CX2991 CX4412 at -11304 (item 15123)
108	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/10/2011	21:27:40	n/a	"BTW, I love the way that the Sullivan Foundation/DTAF joint scholarship has turned out. Well done. I'm going to talk with my dad about doing some." "thing similar. Thank you for helping to set the standard."	CX2847 CX4412 at -11304 (item 15124) CX2992 CX4412 at -11304 (item 15125)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
109	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/10/2011	21:29:24	n/a	"That's great. We contemplated making it a matching fun somehow to get other Dental Families in the game, but it got complicated. Happy to see it having the effect anyway. :)"	CX2993 CX4412 at -11304 (item 15126)
110	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/10/2011	21:29:29	n/a	[no content available]	CX4412 at -11304 (item 15127)
111	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	18:36:30	n/a	"U available right now by chance?"	CX2994 CX4412 at -11309 (item 15302)
112	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/14/2011	18:55:46	n/a	"Now?"	CX2995 CX4412 at -11309 (item 15305)
113	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	18:55:59	n/a	"Sorry. Jut Yates another one."	CX2996 CX4412 at -11309 (item 15306)
114	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	18:56:12	n/a	"Ooops. Just started another one."	CX2997 CX4412 at -11309 (item 15307)
115	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/14/2011	18:56:42	n/a	"No worries, ok."	CX2998 CX4412 at -11309 (item 15308)
116	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	20:27:50	n/a	"I will dial ya in 5 mins. Ok?"	CX2999 CX4412 at -11310 (item 15327)
117	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/14/2011	20:30:03	n/a	"Ok."	CX6400 CX4412 at -11310 (item 15328)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
118	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	20:31:17	n/a	"Can I get u anything from Starbucks? I'm at drive thru. :)"	CX6401 CX4412 at -11310 (item 15329)
119	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/14/2011	20:31:50	n/a	"Lol"	CX6402 CX4412 at -11310 (item 15330)
120	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	20:34:54	21 min 30 sec	[phone call]	CX1109 at -004 CX1356 CX1463 CX4413 at -0767 (item 1366)
121	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	20:56:51	59 sec	[phone call]	CX4413 at -0767 (item 1367)
122	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	10/14/2011	21:21:33	n/a	"Good to talk today, forgot to mention that I talked to Larry this week & he's excited about doing something similar with the DTAF fund, maybe 50k with a "match. So you've inspired others to give. Pls tell your mom. Happy birthday to your dad. Best for the wknd."	CX6403 CX6404 CX4412 at -11310 (item 15331) CX4412 at -11310 (item 15332)
123	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	21:26:19	n/a	"Awesome. I just read to my mom an we had a great smile n hug. :)"	CX6405 CX4412 at -11310 (item 15333)
124	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	10/14/2011	21:26:28	n/a	"Thank you!!"	CX6406 CX4412 at -11310 (item 15334)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
125	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/2/2011	15:21:44	n/a	"Get together @ the break?"	CX2848 CX4412 at -11353 (item 16871)
126	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/2/2011	15:49:28	n/a	"Sorry. I was on conf call and could not reply. Let's do on break between Ram Charan's parts. Ok?"	CX6407 CX4412 at -11353 (item 16872)
127	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/2/2011	17:16:38	n/a	"Ok. Thx."	CX6408 CX4412 at -11353 (item 16873)
128	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/2/2011	19:09:24	n/a	"I didn't get any popcorn at the break. You making another run?"	CX6409 CX4412 at -11353 (item 16882)
129	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/2/2011	19:10:48	n/a	"I missed the popcorn too. But I'm sitting in the front & can't get up. Since Larry can't hear, we need to sit in the front. 'what did he say?'"	CX6410 CX4412 at -11353 (item 16883)
130	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/2/2011	19:12:32	n/a	"Dont forget to send me a map of your zones. Thanks."	CX6411 CX4412 at -11353 (item 16884)
131	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/2/2011	19:14:48	n/a	"Got it."	CX6412 CX4412 at -11353 (item 16885)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
132	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/2/2011	22:35:35	n/a	"Tim: Assume our conversation today only covers TRs/FSCs with books of business. Guys who get fired, equipment specialists, service techs, etc. are stil" "I covered by the current Global Agreement terms. Your understanding also?"	CX4412 at -11353 (item 16894) CX4412 at -11354 (item 16895) CX6413 CX6414
133	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/2/2011	22:52:06	n/a	[no content available]	CX4412 at -11354 (item 16896)
134	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2011	0:10:19	n/a	"Anyone termed without cause . . . Yes. Otherwise, I thought we were discussing any employes regardless of role."	CX6415 CX4412 at -11353 (item 16898)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
135	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/3/2011	11:45:03	n/a	"Sorry, my confusion, I should have better stated my proposal. Since most of our stress & strain is over TR/FSCs, and all the names we discussed yesterday" "were TRs, my plan was to restrict the number of those folks who can move in a six-month period. We've rarely had issues with support like techs, Equipme" "nt specialists, etc. Doesn't make sense to me that hiring a tech should count the same as hiring a 3m rep. What do you think?"	CX6416 CX6595 CX6596 CX4412 at -11354 (item 16913)
136	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	11/3/2011	12:07:11	n/a	"Two days in a row that Paul G is late. I thought you ran a tighter ship."	CX2490 CX4412 at -11354 (item 16914)
137	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	11/3/2011	12:14:11	n/a	"He can only contained...not controlled. He still runs on a west coast clock...we call it Guggentime."	CX4412 at -11354 (item 16915), and at -28350 (item 475) CX6588
138	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2011	13:06:10	n/a	"R u still here?"	CX4412 at -11354 (item 16920) CX6417
139	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/3/2011	13:07:04	n/a	"Up in my room working on a project, should be down around 11."	CX4412 at -11354 (item 16921) CX6418

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
140	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/3/2011	13:07:14	n/a	"Don't tell Larry."	CX4412 at -11354 (item 16922) CX6419
141	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2011	13:43:01	n/a	"K. Maybe catch up at break? I literally am sprinting to airport after Ripken. Text me when you're coming down and I will step out if break is over."	CX4412 at -11354 (item 16923) CX6420
142	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/3/2011	13:43:37	n/a	"Ok, will do."	CX4412 at -11354 (item 16924) CX6421
143	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2011	20:04:39	33 sec	[phone call]	CX4413 at -0770 (item 1447)
144	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2011	20:05:31	36 sec	[phone call]	CX4413 at -0770 (item 1448)
145	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/4/2011	21:04:48	0 sec	[phone call]	CX4413 at -0770 (item 1456)
146	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/4/2011	21:05:47	18 min 41 sec	[phone call]	CX1109 at -016 CX4412 at -09463 (item 6471)
147	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/7/2011	17:29:41	31 sec	[phone call]	CX4413 at -0770 (item 1468)
148	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/7/2011	18:44:16	n/a	"Got your message, will call later, tied up in meetings. Thx."	CX6483
149	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXX8377	11/7/2011	18:48:00	n/a	"Thanks"	CX6484
150	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/8/2011	3:58:56	n/a	"Also, please send map. Thanks."	CX6485

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
151	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/8/2011	3:58:56	n/a	"Sorry didn't call earlier today, running in & out of meetings today. Sorry about Kent, he was in play before our conversation last week. After we talked Friday, I reviewed with our team & we will live up to new arrangement. I'm available to talk tomorrow AM, if you are. Thanks."	CX6486
152	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/8/2011	23:37:30	13 sec	[phone call]	CX1109 at -017 CX4412 at -09467 (item 6543)
153	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/8/2011	23:40:55	0 sec	[phone call]	CX4412 at -09467 (item 6544)
154	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/8/2011	23:42:26	0 sec	[phone call]	CX4412 at -09467 (item 6544)
155	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/8/2011	23:45:32	5 min 51 sec	[phone call]	CX4413 at -0770 (item 1476) CX1109 at -017
156	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/9/2011	0:02:50	4 sec	[phone call]	CX4413 at -0770 (item 1478)
157	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	11/9/2011	0:44:15	1 min 16 sec	[phone call]	CX4413 at -0770 (item 1479) CX1109 at -017
158	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/9/2011	12:54:24	n/a	"Told my team to be done in Fresno. Thx."	CX6487
159	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXX8377	11/9/2011	12:57:31	n/a	":)"	CX6488

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
160	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	11/23/2011	23:47:59	n/a	[no content available]	CX4412 at -12052 (item 41855)
161	Call	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	12/1/2011	15:50:03	12 sec	[phone call]	CX1384 at -006 CX4413 at -0211 (item 2619)
162	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	12/5/2011	16:21:05	n/a	"Available to talk? Subject is Kent Hayes."	CX6489
163	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	12/5/2011	18:14:24	n/a	"Still need to talk?"	CX2857
164	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	12/5/2011	18:14:24	n/a	"You owe me one. :-)"	CX6490
165	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	12/5/2011	18:14:24	n/a	"Sure, I'm around. Heard that Kent decided to go back. We won't pursue the customers, and he doesn't have to sit. If he tried it, and doesn't like it, and wants to go back, no hard feelings."	CX6491
166	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	12/5/2011	19:07:43	n/a	"No. All good. I appreciate the message."	CX6492
167	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/13/2012	1:14:40	n/a	"You around to talk for a few minutes tomorrow? Let me know, thanks."	CX2347
168	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/13/2012	1:37:23	n/a	"Sure. About 8:00 am central best for me. Ok with you?"	CX2347
169	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/13/2012	1:40:16	n/a	"OK by me, thanks. Will call."	CX2347

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
170	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/13/2012	14:03:28	11 min 34 sec	[phone call]	CX1110 at -008 CX4413 at -0776 (item 1679) CX4434 at -204
171	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/19/2012	3:19:55	n/a	"Got your note. Can't make the YPO event in April. Keep me posted on future opportunities. Thanks."	CX2492
172	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/8/2012	22:57:30	n/a	"Did you warm up the Dentsply crowd for me & Paul? I'm nervous about following you, it's like following Elvis on stage! :~)"	CX1102 (Chats Tab row 3) CX2870
173	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/9/2012	0:19:12	n/a	"Just wrapped up. They boo'd me off the stage. Threw fruit. Ornery crowd. I'm sure you'll do great!!"	CX1102 (Chats Tab row 4) CX6560
174	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/9/2012	1:18:14	n/a	"Sure that's not true. You killed! Thanks for the heads up. I'm going back to Wilkes-Barre!"	CX1102 (Chats Tab row 5) CX6561
175	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/17/2012	1:45:56	n/a	"Fired Ann Cox? Ethics?"	CX1102 (Chats Tab row 6) CX2871
176	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/17/2012	1:53:04	n/a	"A. Yes. B. no. Catch up in Chicago?"	CX1102 (Chats Tab row 7)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
177	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/17/2012	1:58:54	n/a	"Thanks. Absolutely. Thursday AM?"	CX1102 (Chats Tab row 8)
178	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/17/2012	2:05:52	n/a	"Sure. At dinner in UT. Will ask Carol I set it up."	CX1102 (Chats Tab row 9)
179	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/17/2012	2:10:12	n/a	"Me too. We're @ Deer Valley. You?"	CX1102 (Chats Tab row 10)
180	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/17/2012	2:12:16	n/a	"Wow. Snowbird. Ski tomorrow and Sat. With Bergmans on Sat."	CX1102 (Chats Tab row 11)
181	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/17/2012	2:17:01	n/a	"Good stuff, enjoy. We're doing Jewish princess skiing where everything is groomed. Too bad you're not here, could have skied & had dinner!"	CX1102 (Chats Tab row 12)
182	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/17/2012	2:18:20	n/a	"BTW, had bfast with Stan, Jimmy & Mark on Monday. They offered me your job, I turned them down. Too much aggravation! :-). See u in Chicago."	CX1102 (Chats Tab row 13)
183	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/17/2012	2:22:56	n/a	"Lol. We should trade for a month. :)"	CX1102 (Chats Tab row 14)
184	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/20/2012	15:53:36	n/a	"Hiring Anne?"	CX1102 (Chats Tab row 15) CX2872

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
185	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/20/2012	16:01:12	n/a	"Don't know, our RM out there is talking to her this week. I'm out of it for now, will see how it develops. Words of warning?"	CX1102 (Chats Tab row 16)
186	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/20/2012	16:02:08	n/a	"No warnings. I'll call ya to chat live."	CX1102 (Chats Tab row 17)
187	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/20/2012	16:02:22	n/a	"You hired all of my head cases in 2010, I don't need another."	CX1102 (Chats Tab row 18)
188	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/20/2012	16:14:53	24 sec	[phone call]	CX4413 at -0779 (item 1806)
189	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/20/2012	16:16:23	n/a	"On my way to SLC airport, heading home from skiing. Will call later. Thanks."	CX1102 (Chats Tab row 19)
190	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/20/2012	16:19:12	n/a	"Must have had great snow day yesterday!! We had to leave early for airport to get out ahead of it!!"	CX1102 (Chats Tab row 20)
191	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/20/2012	17:08:20	0 sec	[phone call]	CX1385 at -005 CX4412 at -09558 (item 8221)
192	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/20/2012	17:09:44	27 sec	[phone call]	CX4412 at -09558 (item 8223)
193	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/20/2012	19:18:15	35 sec	[phone call]	CX1385 at -005 CX4412 at -09558 (item 8228) CX4413 at -0779 (item 1808)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
194	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/20/2012	19:18:51	18 sec	[phone call]	CX4412 at -09559 (item 8229)
195	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/20/2012	19:19:21	11 min 39 sec	[phone call]	CX4412 at -09559 (item 8230) CX1385 at -005
196	Text	Chuck Cohen (ccoehen@benco.com)	Paul Guggenheim mobile (phone # last four digits - 2444)	2/23/2012	21:43:28	n/a	"Hi Paul! Was at a meeting downtown. Am heading back to McCormick now. Catch up?"	CX3106 (iMessage Tab row 69)
197	Text	Chuck Cohen (ccoehen@benco.com)	Paul Guggenheim mobile (phone # last four digits - 2444)	2/23/2012	21:45:36	n/a	"Yes."	CX3106 (iMessage Tab row 68)
198	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen (ccoehen@benco.com)	2/23/2012	21:46:15	n/a	"Im in a meeting offsite. Will you be around tomorrow"	CX3106 (iMessage Tab row 67)
199	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen (ccoehen@benco.com)	2/23/2012	21:47:01	n/a	"I'll call you and swing by"	CX3106 (iMessage Tab row 66)
200	Text	Chuck Cohen (ccoehen@benco.com)	Paul Guggenheim mobile (phone # last four digits - 2444)	2/23/2012	21:47:44	n/a	"How about 1:30?"	CX3106 (iMessage Tab row 65)
201	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen (ccoehen@benco.com)	2/23/2012	21:53:42	n/a	"Oops .. I'm currently not scheduled to be at the floor. I'm offsite in meetings all day..... If I make it over I'll call you. Otherwise next time?"	CX3106 (iMessage Tab row 64)
202	Text	Chuck Cohen (ccoehen@benco.com)	Paul Guggenheim mobile (phone # last four digits - 2444)	2/26/2012	2:14:24	n/a	"Good to see you at the O'Neill shindig. Give me a call if you want to touch base on something specific. Thanks."	CX3106 (iMessage Tab row 63)
203	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen (ccoehen@benco.com)	2/26/2012	4:28:33	n/a	"Good to see you too... Keep on touch and say hi to mom and dad."	CX3106 (iMessage Tab row 62)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
204	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/2/2012	21:01:42	n/a	"Tim: You asked me to let you know re Anne Cox. We are hiring her, starts next week. Thanks. Cfc"	CX0060 (Chats Tab row 3)
205	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/2/2012	21:26:01	n/a	"Yes. We're honoring our agreement even though she was dismissed."	CX0060 (Chats Tab row 4)
206	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/2/2012	21:26:24	n/a	"Thanks Chuck. I'll call ya shortly. She'd have two weeks yet to sit out still then, right?"	CX0060 (Chats Tab row 5)
207	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/2/2012	21:46:16	7 sec	[phone call]	CX1385 at -012 CX4413 at -0781 (item 1878)
208	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/2/2012	21:54:06	13 min 29 sec	[phone call]	CX1385 at -012 CX4412 at -09570 (item 8438)
209	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/2/2012	22:45:20	n/a	"Thanks for chat. Have a great weekend. Hello to Larry. :)"	CX0060 (Chats Tab row 6)
210	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/14/2012	19:10:06	n/a	"Tim: Just heard that Steve Hoyt is your manager in CT. If you're interested in why he no longer has that role with Benco, happy to discuss. If not, that's OK too. Thanks."	CX0060 (Chats Tab row 7) CX2873
211	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/14/2012	20:20:16	n/a	"Tomorrow am or any time in fri would be great. Got one for you too. :)"	CX0060 (Chats Tab row 8)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
212	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/14/2012	20:23:20	n/a	"Am at National Sales Meeting in Dallas, busy plotting your downfall. :-). Let's catch up next week. Thanks."	CX0060 (Chats Tab row 9)
213	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/14/2012	20:41:36	n/a	"Why don't I meet you there?! Have a good Meeting. Say hello to all my former Team Schein Members "	CX0060 (Chats Tab row 10)
214	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/14/2012	20:44:25	n/a	"Dude, it would be no good for me if you were here. They'd all like you better! Thanks. "	CX0060 (Chats Tab row 11)
215	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/19/2012	21:58:19	13 min 9 sec	[phone call]	CX1386 at -006 CX4413 at -0782 (item 1928)
216	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	4/30/2012	22:56:35	n/a	"Thanks for your note. Im going to start collecting all of my Chuck Cohen note cards!!!! :)"	CX0057 (SMS Messages Tab row 57) CX2849 CX4412 at -11499 (item 22078)
217	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/13/2012	21:22:32	n/a	"Creative annual report this year!! Nice job and congrats on successful year. Too many former Team Schein Members included though. :)"	CX0057 (SMS Messages Tab row 56) CX6422 CX4412 at -11550 (item 23923)
218	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	6/13/2012	22:02:57	n/a	"Listen, if it wasn't for us, Patterson would smoke you guys. You're lucky to have us! :-). Thanks."	CX0060 (Chats Tab row 12)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
219	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/13/2012	23:13:04	n/a	"We should chat soon. Rick Rietman makes 4th recent hire in CEntral Atlantic zone."	CX0060 (Chats Tab row 13)
220	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	6/14/2012	11:40:47	n/a	"Let me check my numbers today... Thanks. "	CX0060 (Chats Tab row 14)
221	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	6/14/2012	18:47:48	n/a	"Here's our list for Atl Cen zone... Moss 3/30, Cate 3/30, Rietman 6/4. Happy to discuss. Thanks."	CX0060 (Chats Tab row 15)
222	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/14/2012	19:01:20	n/a	"Thought we agreed Cox was included."	CX0060 (Chats Tab row 16)
223	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	6/14/2012	19:06:39	n/a	"We agreed that she would sit even though she didn't have a contract. And she did sit, even longer than the agreement says. We never talked about whether she counts toward the limit. You fired her, we didn't recruit her."	CX0060 (Chats Tab row 17)
224	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/14/2012	19:09:52	n/a	"Ok. Just confirming. Thanks Chuck. "	CX0060 (Chats Tab row 18)
225	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	6/14/2012	19:15:34	n/a	"No worries. Thanks. Heard ur sales mtg was great. "	CX0060 (Chats Tab row 19)
226	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/14/2012	19:39:44	n/a	"You should have been there. :)"	CX1102 (Chats Tab row 38)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
227	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/3/2013	15:58:36	n/a	"Time to chat today?"	CX0057 (SMS Messages Tab row 55) CX2850 CX4412 at -11762 (item 31473)
228	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/3/2013	16:02:15	n/a	"Of course. Expected to hear from you yesterday..."	CX1102 (Chats Tab row 39) CX6493
229	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/3/2013	16:06:24	n/a	"Was returning from Rosé Bowl with family. On conf call now. I'll call ya soon".	CX1102 (Chats Tab row 40) CX6494
230	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/6/2013	21:22:28	n/a	"Kudos on the Packers, they looked good last nite. Sorry missed your call on Friday, I was out of the office. Will call you tomorrow. Thanks."	CX1102 (Chats Tab row 41) CX6495
231	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/6/2013	21:24:16	n/a	"Halftime of kids basketball right now. Tomorrow I am offsite for managers meeting. I'll call ya durng a break. Nothing urgent."	CX1102 (Chats Tab row 42) CX6496
232	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/6/2013	21:30:25	n/a	"OK. Thanks."	CX1102 (Chats Tab row 43) CX6497
233	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/7/2013	22:54:17	31 sec	[phone call]	CX1387 at -012 CX4413 at -805 (item 2808)
234	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/8/2013	20:59:37	10 sec	[phone call]	CX1387 at -013 CX4413 at -806 (item 2811)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
235	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/8/2013	22:43:22	11 sec	[phone call]	CX1387 at -013 CX4412 at -09838 (item 13301)
236	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/8/2013	22:47:28	16 min 40 sec	[phone call]	CX1387 at -013 CX4413 at -806 (item 2812)
237	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/25/2013	20:13:44	n/a	"You around? Available to talk?"	CX1102 (Chats Tab row 44) CX0196
238	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/25/2013	20:15:07	n/a	"In meeting right now. Scheduled til 5:00 pm eastern. Wide open thereafter. What's best for you?"	CX1102 (Chats Tab row 45) CX6498
239	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/25/2013	20:17:25	n/a	"You go to meetings? i stopped years ago! :-). Great. Pls call on my cell when mtg ends."	CX1102 (Chats Tab row 46) CX6499
240	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/25/2013	20:57:16	8 min 35 sec	[phone call]	CX0059 at-007 CX4413 at -0813 (item 3082)
241	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/25/2013	21:09:20	n/a	"Hi Chuck. Thanks for the call. Yes, I am good with the terms we discussed and I look forward to joining Team Benco! Ps. Want to confirm that the Benco tooth logo will include a picture of me. :)"	CX0060 (Chats Tab row 20) CX6500
242	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/26/2013	2:49:52	n/a	"Problem with this joke is if Stan says 'Great!' It's a risk..."	CX0060 (Chats Tab row 21) CX6502

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
243	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/26/2013	2:50:20	n/a	"Here's a link to the press release we discussed http://marketbrief.com/atlantic-dental-care-plc/d/form-d/2012/11/21/9835185 "	CX0060 (Chats Tab row 22) CX6501
244	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/26/2013	2:54:06	n/a	"Ouch . . Didn't think about that response from Stan!! Maybe Scott would hire me? Thanks for the follow up on that article. Unusual. "	CX0060 (Chats Tab row 23) CX6503
245	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/26/2013	11:58:37	n/a	"As per my guy in Raleigh: 'Dental alliance. They apparently get 7% off of catalog pricing just for joining. Dr. Ben Koren is the dentist involved. A guy named Sam contacted me about a year ago and asked if Benco was interested.. Told him he was out of his tree.'"	CX0060 (Chats Tab row 24) CX2670
246	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/26/2013	11:58:56	n/a	"Could be a rumor, sometimes stories go around. Thanks"	CX0060 (Chats Tab row 25) CX6504
247	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/27/2013	11:53:54	6 sec	[phone call]	CX4413 at -0813 (item 3089)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
248	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/27/2013	20:04:49	n/a	"Tim: Did some additional research on the Atlantic Care deal, seems like they have actually merged ownership of all the practices. So it's not a buying group, it's a big group. We're going to bid. Thanks. "	CX0060 (Chats Tab row 26) CX6505
249	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/27/2013	20:05:02	n/a	"Also, noticed you rang me this AM, no message. Call later?"	CX2858
250	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/27/2013	23:21:53	20 sec	[phone call]	CX4413 at -0813 (item 3091)
251	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/27/2013	23:32:04	n/a	"Out for dinner, talk tomorrow?"	CX1102 (Chats Tab row 55) CX6506
252	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/27/2013	23:32:16	n/a	"Sure. Call cell. Bon appetite"	CX1102 (Chats Tab row 56) CX6507
253	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/28/2013	17:25:39	25 sec	[phone call]	CX0059 at-008 CX4413 at -0813 (item 3097)
254	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/28/2013	20:52:04	5 sec	[phone call]	CX0059 at-008 CX4413 at -0813 (item 3098)
255	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	4/3/2013	16:11:08	37 sec	[phone call]	CX4413 at -0814 (item 3120)
256	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	4/3/2013	21:41:48	5 min 36 sec	[phone call]	CX0059 at-011 CX4413 at -0814 (item 3122)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
257	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	4/7/2013	18:30:56	n/a	"Shows we saw in NYC: Pippin & Mathilda. Both excellent. Our 10-yr-old loved both. Thanks."	CX2859
258	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/13/2013	15:14:59	3 sec	[phone call]	CX4413 at -0818 (item 3300)
259	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/13/2013	15:15:12	n/a	"Call me when you have a moment."	CX1102 (Chats Tab row 59)
260	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	6/13/2013	15:15:12	n/a	"Nothing urgent."	CX1102 (Chats Tab row 58)
261	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	6/18/2013	12:50:29	9 min 16 sec	[phone call]	CX1127 at -007 CX4413 at -0819 (item 3321)
262	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	6/18/2013	12:59:53	2 min 32 sec	[phone call]	CX1127 at -007 CX4413 at -0819 (item 3322)
263	Call	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen land line (phone # last four digits - 6811)	6/18/2013	18:33:09	47 sec	[phone call]	CX4413 at -0295 (item 5805)
264	Call	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	6/18/2013	18:34:40	56 sec	[phone call]	CX4413 at -0295 (item 5806)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
265	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	6/18/2013	18:44:30	n/a	"1/4 YouMail TXT Alerts: Transcript: GUGGENHEIM PAUL - XXX-XXX-2444 - Jun 18 2:34PM EDT: Chuck, hey, it's Paul ****. How are you doing? Hey, just getting back" - - "2/4 to you on this question if we have done the reconnaissance in our organization. Yeah going back to the beginning of these agreements, there was always a 3" - - "3/4 year **** clause that we've signed in specific with regard to **** is in that agreement. So I think they're getting bad or I don't know, maybe they're" - - "4/4 trying to **** over there or something, I don't know. But maybe we have a **** regarding sharing of data includes a 2 year disclosure clause whereby they" [message cuts off]	CX0057 (SMS Messages Tab rows 51-54)
266	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	6/20/2013	16:59:00	1 min	[phone call - not UTC]	CX1127 at -008
267	Call	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	6/21/2013	13:38:29	56 sec	[phone call]	CX4413 at -0296 (item 5844)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
268	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	6/21/2013	13:45:58	n/a	"1/4 YouMail TXT Alerts: Transcript: GUGGENHEIM PAUL - XXX-XXX-2444 - Jun 21 9:38AM EDT: Hey, Chuck. It's Paul returning your call. Yeah, I guess I'll catch up" - - "2/4 sometime soon. I'm heading off that soon. I guess the Turkey today. So, I'm at the airport. So, I might be tough to get a hold of me but we'll catch up at" - - "3/4 some point but generally just to know where we are pretty firm on that policy and the it's (??) free and we just agreed to that (??) signed off on that" - - "4/4 contract and there's a few (??) closet and then we have to get it from that. You know historically ever. So someone to tell me that we have you know we May" [message cuts off]	CX0057 (SMS Messages Tab rows 47-50)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
269	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/2/2013	15:32:33	n/a	"Tim: Sales rep forced to resign yesterday b/c of ethical issues, caught him with his hand in the cookie jar. Aaron Swanson in Twin Cities. Heard he's going to you guys, happy to fill you in on the details if you'd like. Just give me a call. Thanks. "	CX0060 (Chats Tab row 27) CX2860
270	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/3/2013	14:31:42	n/a	"?????"	CX1102 (Chats Tab row 61) CX6508
271	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/3/2013	14:33:39	2 min 4 sec	[phone call]	CX1127 at -012 CX4413 at -0821 (item 3384)
272	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/3/2013	14:35:53	37 sec	[phone call]	CX1127 at -012 CX4413 at -0821 (item 3385)
273	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/3/2013	14:36:51	7 min 10 sec	[phone call]	CX1127 at -012 CX4412 at -09997 (item 16190)
274	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/3/2013	14:45:37	n/a	"Thanks for the talk, much appreciated. Have a great vacation."	CX1102 (Chats Tab row 62) CX6509
275	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/3/2013	15:02:24	n/a	"Back at ya Chuck. Enjoy!!"	CX1102 (Chats Tab row 63) CX6510
276	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	8/1/2013	23:20:30	n/a	"Happy Sunshine Act day . . Ugh!!"	CX2861

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
277	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	8/1/2013	23:21:26	n/a	"Ha! Larry sang everyone at Benco a song today in celebration. I'll send you a copy. Funny!"	CX1102 (Chats Tab row 65) CX6511
278	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	8/1/2013	23:23:38	n/a	"Funniest conversation we had here was how to track pens that are given to offices. Lawyer wanted to track & report them. After I scratched out my eyeballs, and then got them back in my sockets, I told him he was crazy and put him back in his cage for a timeout. You can't make this shit up."	CX1102 (Chats Tab row 66)
279	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	8/1/2013	23:23:44	n/a	"Gotta c it!! Nice job on yours and Ricks video too. We're watching you. 🙄"	CX1102 (Chats Tab row 67)
280	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	8/4/2013	18:41:17	n/a	"Just fired a rep in CT for running his own deal on amalgam refinement, and manager for knowing about it & not handling. Rep is Steve Ryan, manager is Jon Horn. Call if questions. "	CX0060 (Chats Tab row 28)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
281	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	8/4/2013	18:44:13	n/a	"Just fired a rep in CT for running his own deal on amalgam refinement, and manager for knowing about it & not handling. Rep is Steve Ryan, manager is Jon Horn. Call if questions. Thanks."	CX0060 (Chats Tab row 169) CX3106 (iMessage Tab row 61) CX6512
282	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	8/4/2013	19:35:48	n/a	"Cool.... Thanks for the heads up"	CX0060 (Chats Tab row 170) CX3106 (iMessage Tab row 59)
283	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	8/5/2013	22:38:31	n/a	"Sorry for delayed response. Sorry you're dealing with this. I am not aware of any activity on our end with these guys, but clearly you termed for cause. I'll follow up."	CX0060 (Chats Tab row 29) CX6513
284	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	9/3/2013	20:21:10	n/a	[no content available]	CX4412 at -11991 (item 39670)
285	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	9/3/2013	20:22:14	n/a	"Just received the extra copy from First Impressions. Thanks for the note . . . Not!! 🖤"	CX0057 (SMS Messages Tab row 46)
286	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	9/3/2013	20:30:56	n/a	"You're lucky I didn't get it framed for your office. Haha!"	CX2862
287	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	9/3/2013	20:31:12	n/a	"Enjoy!"	CX1102 (Chats Tab row 71) CX6514

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
288	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	9/3/2013	23:06:40	n/a	":)"	CX1102 (Chats Tab row 73)
289	Call	Patrick Ryan mobile (phone # last four digits - 4977)	Chuck Cohen mobile (phone # last four digits - 1340)	10/1/2013	9:11:00	2 min	[phone call - not UTC]	CX1000 at-011
290	Call	Patrick Ryan mobile (phone # last four digits - 4977)	Randy Foley land line (phone # last four digits - 1529)	10/1/2013	11:00:00	18 min	[phone call - not UTC]	CX1000 at-024
291	Call	Patrick Ryan mobile (phone # last four digits - 4977)	Michael McElaney mobile (phone # last four digits - 4354)	10/1/2013	11:19:00	8 min	[phone call - not UTC]	CX1000 at-024
292	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	11/23/2013	23:48:01	n/a	"Traveling today. What's happening in college football?"	CX4412 at -28448 (item 3974) CX6589
293	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	11/23/2013	23:50:47	n/a	"The tide is turning. Enjoy the axe as we are getting legit with Kill. FU tomorrow as well!!"	CX6424
294	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	11/23/2013	23:51:20	n/a	"Now that's funny!!"	CX6425
295	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	11/24/2013	21:58:24	n/a	"Totally brutal for all!"	CX6426
296	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	11/24/2013	21:58:57	n/a	"I consider that a Viking win."	CX6427
297	Call	Jim Breslawski mobile (phone # last four digits - 6788)	Patterson Dental (phone # last four digits - 3100)	12/9/2013	22:59:39	11 min 56 sec	[phone call]	CX4412 at -14416 (item 8117)
298	Call	David Misiak land line (phone # last four digits - 1652)	Dave Steck mobile (phone # last four digits - 1925)	1/6/2014	12:42:00	14 min	[phone call - not UTC]	CX2839 at -199
299	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	1/6/2014	22:09:04	n/a	"Happy New Year!!"	CX6428

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
300	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	1/6/2014	22:23:26	n/a	"8-7-1 and we win out pathetic division. Scary. At least we know we will be back next year. How 'bout y'all?"	CX6429
301	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	1/6/2014	22:30:24	n/a	"I grew up in SF so yes we will be back!!"	CX6430
302	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	1/6/2014	22:31:58	n/a	"Ahhhh. Yes. Congrats on 1980's. Good years for ya. Anything since? Finish this year out and then I'll eat this text."	CX6431
303	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	1/6/2014	22:34:20	n/a	"This close to being us in Carolina . . And also, "	CX6432
304	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	1/6/2014	22:36:48	n/a	"When win 5 Super Bowls call me! World champs don 't count!"	CX6433
305	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	1/6/2014	23:03:43	n/a	"One behind on SBs and 9 ahead on world championships."	CX6434
306	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/7/2014	15:34:14	n/a	"Our newest recruit!!" (attach. IMG951873.jpg)	CX0057 (MMS Messages Tab row 3) CX2874 CX4412 at -12131 (item 44661, 44662)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
307	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	2/7/2014	16:21:28	n/a	"Funny! Can we trade? I'll take Anderson in Richmond & a 3rd round choice."	CX1102 (Chats Tab row 74) CX6515
308	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	2/7/2014	16:44:48	n/a	"Ha. I won't share that with Richard. :)"	CX1102 (Chats Tab row 75)
309	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	3/14/2014	0:05:03	n/a	"Go Vikes...Manziel Mania!!"	CX6436
310	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	3/14/2014	0:13:24	n/a	":)"	CX6437
311	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	3/14/2014	23:38:00	n/a	"NIT . . NIT. :)"	CX6435
312	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/19/2014	2:16:28	n/a	"Tim: I'm updating our sales regions, and would appreciate having a look at your latest zone map. If you wouldn't mind, please send. Thanks. Cfc"	CX0057 (SMS Messages Tab row 45) CX4412 at -12166 (item 45897) CX6423
313	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/19/2014	2:16:32	n/a	"I've got Badgers in March. You?"	CX1102 (Chats Tab row 76) CX6516
314	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/19/2014	2:16:32	n/a	"Will do."	CX1102 (Chats Tab row 77)
315	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/19/2014	2:20:18	n/a	"Good pick, #2 seed. They'll have to get past Creighton & McDermott, will be tough."	CX1102 (Chats Tab row 78) CX2863

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
316	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/19/2014	2:20:53	n/a	"Excited to see Ivy (Harvard) as 12 seed this year. Might go to round 2!"	CX1102 (Chats Tab row 79) CX6517
317	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/19/2014	2:21:29	n/a	"So you're not declaring? Where did you go to college?"	CX1102 (Chats Tab row 80) CX6518
318	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/19/2014	2:22:34	n/a	"Penn. Our basketball program has been a shambles the last few years. Depressing. This time of year we're all Harvard fans."	CX1102 (Chats Tab row 81) CX6519
319	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	3/19/2014	2:22:56	n/a	"Ok. I've got Badgers. You've got Harvard. For a beer. 🍷🍷"	CX1102 (Chats Tab row 82) CX6520
320	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/19/2014	2:23:02	n/a	"I'm going with FL all the way, too tough I think."	CX1102 (Chats Tab row 83) CX6521
321	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	3/19/2014	2:24:02	n/a	"Count me in, I'll take that bet, I'm a man with more pride than brains."	CX1102 (Chats Tab row 84) CX6522
322	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/4/2014	1:11:18	n/a	"Congrats. Good for Big Ten. Now it's badgers turn. :)"	CX6438
323	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/4/2014	1:16:48	n/a	"Going to final four with Kari...we will cheer on the badgers, I like Bo!"	CX6439
324	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/4/2014	1:21:10	n/a	"I may be there with two of my boys. I'll text ya if we make it."	CX6440

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
325	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/4/2014	1:23:12	n/a	"Will buy you a beer!"	CX6441
326	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/4/2014	1:25:41	n/a	"Unless you're in a suite . . No beer. NCAA. :("	CX6442
327	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/7/2014	1:33:52	n/a	"Dude...great game, Badger nation was awesome. Am now a UConn fan!"	CX6443
328	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/7/2014	1:47:54	n/a	"Was that awesome or what?! Bad ending, but great game. One of my sons is HUGE UConn fan. Had them winning his bracket."	CX6444
329	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/7/2014	1:48:11	n/a	"Wow. Those your seats?!?!"	CX6445
330	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/7/2014	1:48:48	n/a	"Will tell you my hook up next time we are together...it is all about division 3, just like Bo. Say hi to Obama in DC!"	CX6446
331	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/7/2014	1:50:56	n/a	"Going to game Monday...I am the new Perry! "	CX6447
332	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/7/2014	1:51:12	n/a	"You not going to DC?"	CX6448
333	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/7/2014	1:54:52	n/a	"Had Bucky won I'd be staying too. Go UConn!!"	CX6449

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
334	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/7/2014	2:08:00	n/a	"Look who sat behind my kid at San Diego regional two weeks ago."	CX6450
335	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/7/2014	2:16:58	n/a	"That's cool. Did he take pic or sign autograph? Wait til I show you the Selfies my son took this weekend. Between final four and nascar today he was hilarious. "	CX6451
336	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/7/2014	2:18:40	n/a	"He was so nice to Cole, talked brackets with him all game."	CX6452
337	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/7/2014	2:20:59	n/a	"I can c you're warming up to Packers!! :)"	CX6454
338	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/7/2014	2:21:48	n/a	"Fuck you!"	CX6453
339	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/7/2014	2:22:16	n/a	"Literally lol"	CX6455
340	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	4/8/2014	1:17:52	n/a	"Same seats tonight?"	CX6456
341	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	4/8/2014	1:24:37	n/a	[Image]	CX6585
342	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	4/8/2014	1:25:31	n/a	"Nice!! Go Huskies!"	CX6586
343	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	4/16/2014	17:37:29	n/a	"Got a minute?"	CX1102 (Chats Tab row 85) CX2864

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
344	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	4/16/2014	17:38:08	n/a	"In about 20 mins. Ok?"	CX1102 (Chats Tab row 86) CX6523
345	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	4/16/2014	17:40:22	n/a	"Good. Thanks."	CX1102 (Chats Tab row 87) CX6524
346	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	4/16/2014	17:59:35	9 min 16 sec	[phone call]	CX1111 at -004 CX4413 at -0845 (item 4288)
347	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	5/10/2014	20:56:35	n/a	"Watching The Players reminds me of a free lunch last fall. :)"	CX6457
348	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	5/10/2014	21:14:59	n/a	"So good!!"	CX6458
349	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/20/2014	13:28:33	n/a	"Thanks for Amazon change."	CX1102 (Chats Tab row 88) CX2865
350	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	5/20/2014	13:30:40	n/a	"I don't know what you're talking about. Do you have time to chat this am?"	CX1102 (Chats Tab row 89) CX6525
351	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/20/2014	13:32:37	n/a	"Talking about buy now direct. Can talk in the afternoon. Morning busy."	CX1102 (Chats Tab row 90) CX6616
352	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	5/20/2014	13:32:48	n/a	"I'm open between 12:00-3:00 eastern or after 6:00 PM. Not urgent"	CX1102 (Chats Tab row 91) CX6526

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
353	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/21/2014	11:50:26	n/a	"Time today? Sorry, got busy yesterday. Thanks."	CX1102 (Chats Tab row 92) CX6527
354	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	5/21/2014	12:05:15	n/a	"NP. 8:30 eastern?"	CX1102 (Chats Tab row 93) CX6528
355	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	5/21/2014	12:05:20	n/a	"Sure. Call my cell when available."	CX1102 (Chats Tab row 94) CX6530
356	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/21/2014	12:05:48	n/a	"9 ok."	CX1102 (Chats Tab row 95) CX6529
357	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/21/2014	13:10:29	12 min 45 sec	[phone call]	CX1389 at -006 CX4413 at -0848 (item 4414)
358	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	5/21/2014	13:22:08	n/a	"Good discussion on your family foundation. Let me know if you want to discuss further on how we manage ours. :)"	CX1102 (Chats Tab row 96) CX6531
359	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/21/2014	17:57:20	n/a	"Thanks. Much appreciated."	CX1102 (Chats Tab row 97) CX6532
360	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	6/29/2014	16:59:13	n/a	"Weekend lacrosse tourney here at st. Thomas academy. Just noticed today the neighbor. Nice building. :)"	CX6459
361	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	6/29/2014	18:25:04	n/a	"Too funny!!"	CX6460

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
363	Text	Scott Anderson mobile (phone # last four digits - 7215)	Chuck Cohen mobile (phone # last four digits - 1340)	7/16/2014	0:17:04	n/a	"Why are you in 3M suite and not me???"	CX0057 (Chats Tab row 93)
362	Text	Scott Anderson mobile (phone # last four digits - 7215)	Chuck Cohen mobile (phone # last four digits - 1340)	7/16/2014	0:31:57	n/a	"Look to your right...our suite is better...:"	CX0057 (Chats Tab row 94)
364	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/18/2014	13:03:01	n/a	"Got your message, out with my kid this morning, will call later. Heard rumbles about Ohio issue, I think it's resolved, want to talk about it. Sorry. Thanks."	CX1102 (Chats Tab row 98) CX2866
365	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/18/2014	13:20:00	n/a	"No worries. Call when available, but don't interrupt family time!!"	CX1102 (Chats Tab row 99) CX6533
366	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/18/2014	15:34:39	n/a	"Guess which one is mine..."	CX1102 (Chats Tab row 100) CX6534
367	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/18/2014	16:00:00	n/a	"Very cool!!"	CX1102 (Chats Tab row 101)
368	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/18/2014	20:16:54	n/a	"Sorry, on the run to meet my wife. Talk Monday? Thanks."	CX1102 (Chats Tab row 102) CX6535
369	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/18/2014	20:30:56	n/a	"NP. Enjoy the weekend."	CX1102 (Chats Tab row 103) CX6536
370	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/24/2014	17:27:58	n/a	"Available today?"	CX1102 (Chats Tab row 104) CX6537

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
371	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/24/2014	18:56:59	n/a	"Sorry. No. Early afternoon tomorrow?"	CX1102 (Chats Tab row 105) CX6538
372	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/24/2014	19:20:49	n/a	"No worries, tomorrow afternoon good with me. Thanks."	CX1102 (Chats Tab row 106) CX6539
373	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/25/2014	22:05:55	n/a	"Available??"	CX1102 (Chats Tab row 107) CX6540
374	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/25/2014	23:19:28	n/a	"Just landed. Call ya shortly? Too late?"	CX1102 (Chats Tab row 108) CX6541
375	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/25/2014	23:25:56	n/a	"Good now if u r."	CX1102 (Chats Tab row 109) CX6542
376	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/25/2014	23:34:24	n/a	"Give me 10 mins. Baggage claim and then to car. K?"	CX1102 (Chats Tab row 110) CX6543
377	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/25/2014	23:34:53	n/a	"KK. Thanks."	CX1102 (Chats Tab row 111) CX6544
378	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/25/2014	23:50:55	n/a	"Argh. Still waiting on baggage."	CX1102 (Chats Tab row 112) CX6545
379	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	7/25/2014	23:53:22	n/a	"Annoying. Where r u? I'm home in 10 mins. No worries, talk next week or over the weekend."	CX1102 (Chats Tab row 113) CX6546
380	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	7/25/2014	23:57:27	10 min 42 sec	[phone call]	CX1390 at -008 CX4413 at -0853 (item 4590)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
381	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	8/4/2014	23:33:34	n/a	"Tim: Need to talk about Rotert when u get a chance. Thanks."	CX2867
382	Call	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	8/5/2014	0:07:48	8 min 43 sec	[phone call]	CX1390 at -012 CX4413 at -0853 (item 4600)
383	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	9/9/2014	21:35:33	n/a	"Talk today? Thanks."	CX0057 (SMS Messages Tab row 40) CX2851 CX4412 at -12293 (item 50462)
384	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	9/10/2014	3:03:23	n/a	"Sorry. Just saw this. Tomorrow ok? Sons varsity soccer game now."	CX0057 (SMS Messages Tab row 38 and 39) CX2852 CX4412 at -12293 (item 50463 and 50464)
385	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	9/10/2014	3:04:30	n/a	"I sent this at 8:00 and didn't go thru. Argh. Chat tomorrow."	CX0057 (SMS Messages Tab row 37) CX2853 CX4412 at -12293 (item 50465)
386	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	9/10/2014	17:31:48	n/a	"Good. Available later? Thanks."	CX0057 (SMS Messages Tab row 36) CX2854
387	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	9/10/2014	17:31:50	n/a	[no content available]	CX4412 at -12293 (item 50466)
388	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	9/10/2014	21:14:13	12 min 21 sec	[phone call]	CX1391 at -009 CX4412 at -10323 (item 22029)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
389	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	9/25/2014	13:04:17	n/a	"John Cox says hello."	CX0057 (SMS Messages Tab row 31) CX2855 CX4412 at -12299 (item 50669)
390	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	9/25/2014	21:38:17	n/a	"Haha!"	CX0057 (SMS Messages Tab row 30) CX2856 CX4412 at -12299 (item 50670)
391	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	10/3/2014	22:37:07	n/a	"Beat so bad no shit from Packer nation..."	CX6461
392	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	10/3/2014	22:37:48	n/a	"Wasn't worthy of a dig"	CX6462
393	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	10/3/2014	22:43:12	n/a	"Gophers on fire...Bucky nervous."	CX6463
394	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	10/3/2014	22:44:23	n/a	"That's it"	CX6464
395	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	10/25/2014	19:50:29	n/a	"What's worse. Wi loss to Northwestern or MN loss to IL? Big Ten not so pretty this year. "	CX6465
396	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	10/25/2014	20:12:24	n/a	"Someone will be the best of the worst. Hate that i even care!!!"	CX6466

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
397	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	10/27/2014	22:17:43	n/a	"Just heard about Andre today. Sorry for your loss. I heard only good things about him, but never had opportunity to meet him."	CX6467
398	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	10/27/2014	22:45:20	n/a	"Great guy...thanks for the note."	CX6468
399	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	12/2/2014	17:00:24	n/a	"10 minutes. Sorry. Thanks"	CX0060 (Chats Tab row 171) CX3106 (iMessage Tab row 20)
400	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	12/2/2014	17:00:31	n/a	"In vendor meeting."	CX0060 (Chats Tab row 172) CX3106 (iMessage Tab row 19)
401	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	12/2/2014	17:02:51	n/a	"No worries...I'm at my booth"	CX0060 (Chats Tab row 173) CX3106 (iMessage Tab row 18)
402	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	12/2/2014	17:03:49	n/a	"Whoever the vendor is... Make sure you leave some for us! ☺"	CX0060 (Chats Tab row 174) CX3106 (iMessage Tab row 17)
403	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/6/2015	23:29:27	n/a	"Good get. Well played."	CX2868
404	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	1/6/2015	23:46:31	n/a	"Thanks. Interesting process."	CX1102 (Chats Tab row 116) CX6547
405	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	1/6/2015	23:50:24	n/a	"I bet."	CX1102 (Chats Tab row 117) CX6548

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
406	Text	Stan Bergman mobile (phone # last four digits - 2691)	Chuck Cohen mobile (phone # last four digits - 1340)	1/10/2015	18:00:01	n/a	[no content available]	CX4412 at -26058 (item 7834)
407	Text	Stan Bergman mobile (phone # last four digits - 2691)	Chuck Cohen mobile (phone # last four digits - 1340)	1/10/2015	18:00:02	n/a	[no content available]	CX4412 at -26058 (item 7835)
408	Text	Stan Bergman mobile (phone # last four digits - 2691)	Chuck Cohen mobile (phone # last four digits - 1340)	1/10/2015	18:00:03	n/a	[no content available]	CX4412 at -26058 (item 7836)
409	Text	Stan Bergman mobile (phone # last four digits - 2691)	Chuck Cohen mobile (phone # last four digits - 1340)	1/10/2015	18:00:04	n/a	"Hi Chuck. Thanks for your nice card:). Appreciate. There must be a way for us to partner in some way and meet out mutual needs. You're the best in the bu"	CX0057 (SMS Messages Tab row 28)
410	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Stan Bergman mobile (phone # last four digits - 2691)	1/10/2015	19:06:43	n/a	[no content available]	CX4412 at -26058 (item 7839)
411	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Stan Bergman mobile (phone # last four digits - 2691)	1/10/2015	19:06:47	n/a	[no content available]	CX4412 at -26058 (item 7840)
412	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	2/21/2015	16:20:43	n/a	"Go Badgers!"	CX6469
413	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	2/21/2015	17:42:24	n/a	"Could care less today!"	CX6470
414	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	2/21/2015	17:44:30	n/a	"Nice. Where r Ya? I'm about to jump on snowmobile in N WI. Little different climate. "	CX6471
415	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	2/21/2015	18:27:09	n/a	"Calusa Pines...enjoy!"	CX6472
416	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	3/10/2015	17:09:01	n/a	"Are you at the IDS?"	CX0057 (SMS Messages Tab row 27) CX3106 (SMS Tab row 14)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
417	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	3/10/2015	17:24:00	n/a	"Yes, just spent the day at show. You?"	CX3106 (SMS Tab row 11)
418	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	3/10/2015	17:27:00	n/a	"Yes... Heading to the Kavo event. Are you going there?"	CX0057 (SMS Messages Tab row 26) CX3106 (SMS Tab row 13)
419	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	3/10/2015	17:27:22	n/a	"Yes, me too. See you there."	CX3106 (SMS Tab row 10)
420	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	3/10/2015	17:28:11	n/a	"dâDon't suck up so much that you get Pelton opened this year, give me" -- "dÂ a little break! □□"	CX3106 (SMS Tab row 9 and 8)
421	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	3/11/2015	9:43:59	n/a	"You on the floor?"	CX0057 (SMS Messages Tab row 25) CX3106 (SMS Tab row 12)
422	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	3/11/2015	12:14:53	n/a	"Yes. You?"	CX3106 (SMS Tab row 7)
423	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	3/11/2015	12:18:09	55 sec	[phone call]	CX4412 at -05930 (item 27241) CX1392 at -015
424	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXX8377	5/5/2015	0:54:14	n/a	"Hey Chuck, I heard rumor that you've been REDACTED. I hope not true of course, but if so know we are thinking of you."	CX2869
425	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/5/2015	1:43:00	n/a	"No rumor: REDACTED"	CX6549

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
426	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	5/5/2015	1:44:03	n/a	"I hope REDACTED my friend."	CX6550
427	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/5/2015	1:44:24	n/a	"After years of threats, REDACTED. Should be just fine by the end of the summer."	CX6551
428	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/5/2015	1:45:09	n/a	"REDACTED, thank God. Just a bit of a distraction, I'll be fine."	CX6552
429	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/5/2015	1:45:32	n/a	"Thanks for the kind thoughts, check your REDACTED tonite!"	CX6553
430	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	5/5/2015	1:45:37	n/a	"Let me know when it's ok to tease Ya about that. :) Until then, prayers your way!!"	CX6554
431	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/5/2015	1:46:31	n/a	"Can't wait to report this conversation on my monthly report to the Texas AG: 'I told Tim Sullivan to grab his balls!' Let's see what they do with that comment!"	CX0057 (Chats Tab row 3) CX6555
432	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/5/2015	1:46:40	n/a	"Teasing and jokes are always welcome!! :-)"	CX6556
433	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	5/5/2015	1:46:47	n/a	"Now that's funny!!"	CX6557

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
434	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/5/2015	1:47:38	n/a	"Thanks, be well!"	CX6558
435	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	5/10/2015	0:00:00	n/a	"Fowler is a stud!! Great tourney!"	CX6474
436	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	5/10/2015	0:02:30	n/a	"Whole family was cheering him on here. Mom too. :) Amazing he pulled it off after all the crap this week."	CX6475
437	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	5/10/2015	23:51:41	n/a	"I was in that bunker!"	CX6473
438	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	5/13/2015	11:01:12	n/a	"Hysterical!! Thanks!!"	CX6559
439	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Chuck Cohen mobile (phone # last four digits - 1340)	5/13/2015	11:27:33	n/a	[illegible]	CX6584
440	[Deleted]	[Deleted]	[Deleted]	[Deleted]	[Deleted]	[Deleted]	[Deleted]	[Deleted]
441	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	5/15/2015	17:42:17	10 min 16 sec	[phone call]	CX1393 at -004 CX4413 at -0436 (item 11163)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
442	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Scott Anderson mobile (phone # last four digits - 7215)	5/19/2015	20:34:00	n/a	"I'm doing well, and expect a quick recovery. No worries! Even with REDACTED, I'm twice the man Guggenheim is --- be sure to tell him that!" [not UTC]	CX1500
443	Text	Scott Anderson mobile (phone # last four digits - 7215)	Chuck Cohen mobile (phone # last four digits - 1340)	5/19/2015	22:39:50	n/a	"Paul got me in the loop on your short term challenge. My brother in law had REDACTED. He is a neuro surgeon which is sometimes annoying. If you ever want to talk to him let me know. He is a great guy. Scott A." [not UTC]	CX0057 (Chats Tab row 95)
444	Text	Scott Anderson mobile (phone # last four digits - 7215)	Chuck Cohen mobile (phone # last four digits - 1340)	5/20/2015	0:35:02	n/a	"Five times Sullivan!!!"	CX0057 (Chats Tab row 96)
445	Text	Scott Anderson mobile (phone # last four digits - 7215)	Chuck Cohen mobile (phone # last four digits - 1340)	5/20/2015	0:35:46	n/a	"Serious about my bro in law if you ever want to talk to him."	CX0057 (Chats Tab row 97)
446	Text	Scott Anderson mobile (phone # last four digits - 7215)	Chuck Cohen mobile (phone # last four digits - 1340)	5/20/2015	0:39:09	n/a	"25 years in the clear...you will do great!"	CX0057 (Chats Tab row 98)
447	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Stan Bergman mobile (phone # last four digits - 2691)	6/5/2015	11:30:01	n/a	[no content available]	CX4412 at -26268 (item 15333)
448	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Stan Bergman mobile (phone # last four digits - 2691)	6/5/2015	11:30:01	n/a	[no content available]	CX4412 at -26268 (item 15334)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
449	Text	Michelle Lewis mobile (phone # last four digits - 3590)	Chuck Cohen mobile (phone # last four digits - 1340)	7/18/2015	20:27:48	n/a	"Yes. I'll get it back over tonight. Just leaving a wedding in Milwaukee. When do you think I should tell Schein? I'll probably reach out to Tim first."	CX0057 (Chats Tab row 103)
450	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Michelle Lewis mobile (phone # last four digits - 3590)	7/18/2015	20:30:56	n/a	"Good idea. That's a tough conversation. It will go over easier if you assure him no issues transitioning your current territory. "	CX0057 (Chats Tab row 104)
451	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Michelle Lewis mobile (phone # last four digits - 3590)	7/18/2015	20:31:42	n/a	"Agree talk to Tim. Try the 'Schein is just too big now' angle. He can't argue too much with that one."	CX0057 (Chats Tab row 105)
452	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Michelle Lewis mobile (phone # last four digits - 3590)	7/21/2015	2:18:57	n/a	"Suggest you get a mentor who can help you make the transition from Schein to Benco. Some things you'll like, some things will frustrate you. "	CX0057 (Chats Tab row 106)
453	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Michelle Lewis mobile (phone # last four digits - 3590)	7/21/2015	2:26:52	n/a	"Let's let this idea ruminate for a few days while you get thru the conversation with Schein, and then revisit. No rush now."	CX0057 (Chats Tab row 107)
454	Text	Mark Mlotek mobile (phone # last four digits - 6968)	Rick Cohen mobile (phone # last four digits - 2279)	10/14/2015	15:34:25	n/a	"Mark Mlotek here...free for a quick call so can understand why we canceled?"	CX1498 (SMS Tab row 3) CX4412 at -23884 (item123417)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
455	Text	Rick Cohen mobile (phone # last four digits - 2279)	Mark Mlotek mobile (phone # last four digits - 6968)	10/14/2015	15:40:24	n/a	"OK... but I think we should have outside counsel on the call. We are concerned with the various anti trust cases and better safe than sorry."	CX1498 (SMS Tab row 4) CX4412 at -23884 (item123426)
456	Text	Mark Mlotek mobile (phone # last four digits - 6968)	Rick Cohen mobile (phone # last four digits - 2279)	10/14/2015	15:41:36	n/a	"Great. No issues. Just tell me when it can work from your end."	CX1498 (SMS Tab row 5) CX4412 at -23884 (item123428)
457	Text	Rick Cohen mobile (phone # last four digits - 2279)	Mark Mlotek mobile (phone # last four digits - 6968)	10/14/2015	15:42:12	n/a	[no content available]	CX4412 at -23884 (item123429)
458	Text	Mark Mlotek mobile (phone # last four digits - 6968)	Rick Cohen mobile (phone # last four digits - 2279)	10/14/2015	17:46:09	n/a	[no content available]	CX4412 at -23885 (item123442)
459	Text	Mark Mlotek mobile (phone # last four digits - 6968)	Rick Cohen mobile (phone # last four digits - 2279)	10/14/2015	17:46:47	n/a	[no content available]	CX4412 at -23885 (item123443)
460	Text	Tim Sullivan mobile (phone # last four digits - 8377)	Scott Anderson mobile (phone # last four digits - 7215)	10/22/2015	14:28:39	n/a	"Driver says 'Go Pack Go!'"	CX6587
461	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Tim Sullivan mobile (phone # last four digits - 8377)	11/3/2015	13:50:44	4 min 59 sec	[phone call]	CX0057 (Call Log Tab row 5) CX1395 at -071 CX4413 at -0886 (item 5847)
462	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	11/3/2015	14:01:41	n/a	"Got a minute?"	CX3106 (iMessage Tab row 14)
463	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2015	14:02:06	n/a	"Can I call you in 30?"	CX3106 (iMessage Tab row 13)
464	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	11/3/2015	14:02:19	n/a	"Yes, please, on my cell. Thanks."	CX3106 (iMessage Tab row 12)
465	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2015	14:02:30	n/a	"Got it...will do."	CX3106 (iMessage Tab row 11)

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
466	Call	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	11/3/2015	14:31:10	7 min 57 sec	[phone call]	CX1395 at -071 CX4413 at -0469 (item 12419)
467	Call	Chuck Cohen mobile (phone # last four digits - 1340)	Dave Steck land line (phone # last four digits - 2568)	11/9/2015	20:01:46	11 min 20 sec	[phone call]	CX0057 (Call Log Tab row 4) CX2963
468	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	11/10/2015	19:56:17	n/a	"Chuck, can you do lunch Tuesday at the greater New York meeting?"	CX3106 (iMessage Tab row 10)
469	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	11/12/2015	14:31:28	n/a	"Lunch on Tuesday?"	CX3106 (iMessage Tab row 9)
470	Text	Chuck Cohen mobile (phone # last four digits - 1340)	Paul Guggenheim mobile (phone # last four digits - 2444)	11/12/2015	23:34:38	n/a	"Paul. Sorry for the delayed response. Spoke with our attorney this week and I think we should pass on any conversations until current anti- trust issues are resolved. Thanks."	CX3106 (iMessage Tab row 8)
471	Text	Paul Guggenheim mobile (phone # last four digits - 2444)	Chuck Cohen mobile (phone # last four digits - 1340)	11/13/2015	0:16:31	n/a	"Ok...sounds good. Catch up with you then."	CX3106 (iMessage Tab row 7)
472	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	11/29/2015	0:51:43	n/a	The Ax remains "Home"!! :)	CX6476
473	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	11/30/2015	13:41:06	n/a	"Skol Vikings!!"	CX6477
474	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042- 67110e7750d3@iMessage: +XXXXXXXX8377	11/30/2015	13:41:57	n/a	"Congrats on another reg season win."	CX6478
475	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	11/30/2015	13:42:23	n/a	"Discount Double Check!"	CX6479

#	Type	From	To	Date	Time (UTC)	Duration	Content	Supporting CX
476	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	12/1/2015	0:54:34	n/a	"Ever hear of school called Gustavous? They are interested in my son for soccer, but their academic program looks suspect."	CX6480
477	Text	Scott Anderson mobile (phone # last four digits - 7215)	Tim Sullivan mobile (phone # last four digits - 8377)	12/1/2015	0:59:18	n/a	"Ha!! Only I could get your kid in!!"	CX6481
478	Text	Tim Sullivan mobile (phone # last four digits - 8377)	4c54b051-b551-4262-b042-67110e7750d3@iMessage: +XXXXXXXX8377	12/1/2015	1:00:13	n/a	"I thought you graduated in 1962? Was it 1862?"	CX6482

CX6580

Expense Report
Report Name : September 2009

TSM Name : Sullivan, Timothy J.
 TSM ID : 94081

Report Header

Policy : HSI
 Business Purpose : Hawaii & DTA
 Report Id : 1BAEA2CD22B649A4B0D5
 Report Date : 10/13/2009
 Approval Status : Approved
 Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/24/2009	Air Travel Fees-Miscellaneous-6410	SM Meeting	SM	SM	Minneapolis	Cash	\$15.00	No
Allocations :		100.00% (\$15.00) 010001920100						
09/04/2009	Air Travel Fees-Miscellaneous-6410	Attend HSI Mgmt Mtg.			Melville	Cash	\$35.00	No
Allocations :		100.00% (\$35.00) 010001920100						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/04/2009	Business Meals-6420 (Multiple TSM's only)	Meeting with Tim Buck	Starbucks	Starbucks	Madison	Cash	\$5.53	No
Allocations :		100.00% (\$5.53) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Buck, Tim, FSC, TSM						
09/04/2009	Business Meals-6420 (Multiple TSM's only)	Meeting with Tim Buck	Starbucks	Starbucks	Madison	Cash	\$5.25	No
Allocations :		100.00% (\$5.25) 010001920100						

Attendees : Sullivan, Timothy, TSM
Buck, Tim, FSC, TSM

Gifts to Customers-5425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/21/2009	Gifts to Customers-5425	Gift for customers visiting WI	Clearwater Dental	Clearwater Dental	Clearwater	Cash	\$252.00	No
	Allocations :	100.00% (\$252.00) 010001920100						
	Attendees :	Dental, Clearwater, Doctor, Clearwater Dental, TSM						
	Exceptions :	The amount of this expense is subject to additional review.						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/12/2009	Hotel-6425	Attend DTA	Hyatt	Hyatt	Washington	Cash	\$424.58	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/12/2009	Hotel Tax-6425	Attend DTA	Hyatt	Hyatt	Washington	Cash	\$25.96	No
	Allocations :	100.00% (\$25.96) 010001920100						
08/12/2009	Hotel Tax-6425	Attend DTA	Hyatt	Hyatt	Washington	Cash	\$25.96	No
	Allocations :	100.00% (\$25.96) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/12/2009	Hotel-6425	Attend DTA	Hyatt	Hyatt	Washington	Cash	\$179.00	No
	Allocations :	100.00% (\$179.00) 010001920100						
08/12/2009	Hotel-6425	Attend DTA	Hyatt	Hyatt	Washington	Cash	\$179.00	No
	Allocations :	100.00% (\$179.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/12/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend DTA	Hyatt	Hyatt	Washington	Cash	\$0.00	No
	Allocations :	100.00% (\$0.00) 010001920100						
08/12/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend DTA	Hyatt	Hyatt	Washington	Cash	\$14.66	No
	Allocations :	100.00% (\$14.66) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/04/2009	Hotel-6425		HSI	HSI	Melville	Cash	\$235.66	No

Attend
HSI Mtg

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/04/2009	Hotel Tax-6425	Attend HSI Mtg.	HSI	HSI	Melville	Cash	\$16.78	No
Allocations :		100.00% (\$16.78) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/04/2009	Hotel-6425	Attend HSI Mtg.	HSI	HSI	Melville	Cash	\$179.00	No
Allocations :		100.00% (\$179.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/04/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend HSI Mtg.	HSI	HSI	Melville	Cash	\$39.87	No
Allocations :		100.00% (\$39.87) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/04/2009	Hotel-6425	Hotel deposit for ADA	Hilton	Hilton	Honolulu	Cash	\$500.00	No
08/04/2009	Hotel-6425	Hotel deposit for ADA	Hilton	Hilton	Honolulu	Cash	\$500.00	No
Allocations :		100.00% (\$500.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/24/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	3M Meeting			Minneapolis	Cash	\$12.53	No
Allocations :		100.00% (\$12.53) 010001920100						
09/24/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	OTA			Washington	Cash	\$6.76	No
Allocations :		100.00% (\$6.76) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/24/2009	Taxi/Rail/Ferry/Parking/Limo-6449	3M Meeting	3M	3M	Minneapolis	Cash	\$20.00	No
Allocations :		100.00% (\$20.00) 010001920100						
08/13/2009	Taxi/Rail/Ferry/Parking/Limo-6449	ADA Parking			Milwaukee	Cash	\$44.00	No
Allocations :		100.00% (\$44.00) 010001920100						

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

08/31/2009	Taxi/Rail/Ferry/Parking/Limo- 6449	Attend HSI Mgmt Mtg.	Honolulu	Cash	\$44.00	No
Allocations :		100.00% (\$44.00) 010001920100				

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$1,600.30
Personal Expenses :	\$0.00
Total Amount Claimed :	\$1,600.30
Amount Approved :	\$1,600.30
Company Disbursements	
Amount Due TSM :	\$1,600.30
Amount Due Company Card :	\$0.00
Total Paid By Company :	\$1,600.30
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report

Report Name : 10/1 to 10/15/09

TSM Name : Sullivan, Timothy J.
TSM ID : 94981

Report Header

Policy : HSI

Business Purpose : Attend ADA

Report Id : D7881ECB49C8499E845D

Report Date : 10/14/2009

Approval Status : Approved

Currency : US, Dollar

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/08/2009	Business Meals-6420 (Multiple TSM's only)	Attend OHAG	ROXY DELICATESSEN	ROXY DELICATESSEN	New York	Corporate Card	\$48.72	No
	Allocations :	100.00% (\$48.72) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
10/02/2009	Business Meals-6420 (Multiple TSM's only)	Attend ADA	SERGIO'S LLC	SERGIO'S LLC	Honolulu	Corporate Card	\$1,307.82	No
	Allocations :	100.00% (\$1,307.82) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Steck, Myndie, Spouse Cavaretta, Kelly, None, None, Spouse Cavaretta, Joe, Director & GM, TSM Brady, Brian, RM, HSD, TSM Tuyay, Christian, FSC, HSD, TSM Sparks, Traci, FSC, HSD, TSM Hera, Darren, FSC, HSD, TSM Jacobs, Barbara, FSC, HSD, TSM						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/07/2009	Hotel-6425	ADA Registration Credit	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$-500.00	No
10/05/2009	Hotel-6425	ADA Registration Credit	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$-500.00	No
	Allocations :	100.00% (\$-500.00) 010001920100						
10/04/2009	Hotel-6425	Attend ADA			Honolulu		\$2,295.82	No

Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2009	Business Meals-6420 (Multiple TSM's only)	Business Discussion	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$40.54	No
	Allocations :	100.00% (\$40.54) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Steck, Hyndie, Spouse Cavaretta, Kelly, None, None, Spouse Cavaretta, Joe, Direction & GM, TSM Brady, Brian, RM, HSD, TSM						
10/02/2009	Business Meals-6420 (Multiple TSM's only)	Business Discussion	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$29.84	No
	Allocations :	100.00% (\$29.84) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Steck, Hyndie, Spouse Cavaretta, Kelly, None, None, Spouse Cavaretta, Joe, Direction & GM, TSM Brady, Brian, RM, HSD, TSM						
10/02/2009	Business Meals-6420 (Multiple TSM's only)	Business Discussion	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$614.55	No
	Allocations :	100.00% (\$614.55) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Steck, Hyndie, Spouse Cavaretta, Kelly, None, None, Spouse Cavaretta, Joe, Direction & GM, TSM Brady, Brian, RM, HSD, TSM						

Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2009	Hotel Tax-6425	Attend ADA	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$52.97	No
	Allocations :	100.00% (\$52.97) 010001920100						
10/02/2009	Hotel Tax-6425	Attend ADA	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$30.25	No
	Allocations :	100.00% (\$30.25) 010001920100						
10/01/2009	Hotel Tax-6425	Attend ADA	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$52.97	No
	Allocations :	100.00% (\$52.97) 010001920100						
10/01/2009	Hotel Tax-6425	Attend ADA	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$30.25	No
	Allocations :	100.00% (\$30.25) 010001920100						

Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2009	Hotel-6425	Attend ADA	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$642.00	No
	Allocations :	100.00% (\$642.00) 010001920100						
10/01/2009	Hotel-6425	Attend ADA	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$642.00	No
	Allocations :	100.00% (\$642.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/03/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend ADA	HILTON HOTELS	HILTON HOTELS	Honolulu	Corporate Card	\$38.75	No

Allocations : 100.00% (\$33.75) 010001920100
Exceptions : You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.
 * 10/02/2009 Meals Self-6420 (Breakfast/Lunch/Dinner) Attend ADA HILTON HOTELS HILTON HOTELS Honolulu Corporate Card \$31.40 No
Allocations : 100.00% (\$31.40) 010001920100
Exceptions : You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/01/2009	Hotel-6425	Attend Sybron Dental Dinner	HILTON HOTELS HARBOR I	HILTON HOTELS HARBOR I	San Diego	Corporate Card	\$197.15	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
* 10/01/2009	Hotel Tax-6425	Attend Sybron Dental Dinner	HILTON HOTELS HARBOR I	HILTON HOTELS HARBOR I	San Diego	Corporate Card	\$17.75	No
		Allocations :	100.00% (\$17.75) 010001920100					
* 10/01/2009	Hotel Tax-6425	Attend Sybron Dental Dinner	HILTON HOTELS HARBOR I	HILTON HOTELS HARBOR I	San Diego	Corporate Card	\$3.38	No
		Allocations :	100.00% (\$3.38) 010001920100					

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
* 10/01/2009	Hotel-6425	Attend Sybron Dental Dinner	HILTON HOTELS HARBOR I	HILTON HOTELS HARBOR I	San Diego	Corporate Card	\$169.00	No
		Allocations :	100.00% (\$169.00) 010001920100					

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
* 10/01/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Sybron Dental Dinner	HILTON HOTELS HARBOR I	HILTON HOTELS HARBOR I	San Diego	Corporate Card	\$7.02	No
		Allocations :	100.00% (\$7.02) 010001920100					
10/04/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)		JOHNNY ROCKET 20252QPS	JOHNNY ROCKET 20252QPS	Chicago	Corporate Card	\$11.13	No
		Allocations :	100.00% (\$11.13) 010001920100					
10/03/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Lunch at Airport	JOSE CUERVO HN30220QPS	JOSE CUERVO HN30220QPS	Honolulu	Corporate Card	\$35.11	No
		Allocations :	100.00% (\$35.11) 010001920100					
		Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.					

Miscellaneous-8550

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/03/2009	Miscellaneous-8550	Shirts for Dinner	TORI RICHARD-HILTON	TORI RICHARD-HILTON	Honolulu	Corporate Card	\$283.16	No
		Allocations :	100.00% (\$283.16) 010001920100					

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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							(do not reimburse)	
10/08/2009	Taxi/Rail/Ferry/Parking/Limo- \$449	Transportation in Hawaii			New York	Cash	\$91.75	No
	Allocations :	100.00% (\$91.75)	010001920100					
10/04/2009	Taxi/Rail/Ferry/Parking/Limo- \$48	Airport Parking while at ADA	GENERAL INTL AIR(244	GENERAL INTL AIR(244	Milwaukee	Corporate Card	\$48.00	No
	Allocations :	100.00% (\$48.00)	010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$3,738.49
Personal Expenses :	\$0.00
Total Amount Claimed :	\$3,738.49
Amount Approved :	\$3,738.49
Company Disbursements	
Amount Due TSM :	\$91.75
Amount Due Company Card :	\$8,646.74
Total Paid By Company :	\$3,738.49
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : 2009 - Oct & Nov. Expenses

TSM Name : Sullivan, Timothy J.
 TSM ID : 94091

Report Header

Policy : HSI
 Business Purpose : DTA Board Mtg., DAD Trip, OHAB, 2010
 Budget Mtg
 Report Id : B37CE2F2D59144CF94E3
 Report Date : 11/10/2009
 Approval Status : Approved
 Currency : US, Dollar

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/13/2009	Airfare-6410	Colgate/HSI Mtg.	SOUTHWES 5262165994800	SOUTHWES 5262165994600	Milwaukee	Corporate Card	\$239.85	No
	Allocations :	100.00% (\$239.85) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/06/2009	Airfare-6410	Attend GNY	MIDWEST E 4537717539253	MIDWEST E 4537717539253	Melville	Corporate Card	\$442.00	No
	Allocations :	100.00% (\$442.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/02/2009	Airfare-6410	Attend GNY	MIDWEST E 4537714731224	MIDWEST E 4537714731224	Melville	Corporate Card	\$174.54	No
	Allocations :	100.00% (\$174.54) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/30/2009	Airfare-6410	Attend HSI Meeting	AIRTRANAI 3327714731190	AIRTRANAI 3327714731190	Melville	Corporate Card	\$536.70	No
	Allocations :	100.00% (\$536.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/22/2009	Business Meals-6420 (Multiple TSM's only)	DAD Trip	Burger King	Burger King	West Aills	Cash	\$11.64	No
	Allocations :	100.00% (\$11.64) 010001920100						
	Attendees :							

		Sullivan, Timothy, This TSM DeMark, John, TSM						
10/22/2009	Business Meals-6420 (Multiple TSM's only)	2010 Budget Mtg in VJA	STARBUCKS USA 00024QPS	STARBUCKS USA 00024QPS	West Allis	Corporate Card	\$22.36	No
		Allocations : 100.00% (\$22.36) 010001920100						
		Attendees : Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Jim, Breslawski, President, TSM Paladino, Steve, TSM Hirsch, Paul, TSM						
10/21/2009	Business Meals-6420 (Multiple TSM's only)	2010 Budget Meeting	MAGGIANO'S #1800001875	MAGGIANO'S #1800001875	Wauwatosa	Corporate Card	\$676.32	No
		Allocations : 100.00% (\$676.32) 010001920100						
		Attendees : Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Jim, Breslawski, President, TSM Paladino, Steve, TSM Huether, Jim, TSM Stamer, Murray, TSM Hirsch, Paul, TSM Rozin, Rodi, TSM DeMark, John, TSM						
10/14/2009	Business Meals-6420 (Multiple TSM's only)	2010 Budget Meeting	MAGGIANO'S 00401877	MAGGIANO'S 00401877	Wauwatosa	Corporate Card	\$400.00	No
		Allocations : 100.00% (\$400.00) 010001920100						
		Attendees : Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Cavaretta, Joe, Director & GM, TSM Jim, Breslawski, President, TSM Paladino, Steve, TSM Huether, Jim, TSM Stamer, Murray, TSM Hirsch, Paul, TSM Rozin, Rodi, TSM DeMark, John, TSM						
10/09/2009	Business Meals-6420 (Multiple TSM's only)	HSD Business Discussion	BOG@FIGS	BOG@FIGS	Flushing	Corporate Card	\$20.38	No
		Allocations : 100.00% (\$20.38) 010001920100						
		Attendees : Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/06/2009	Hotel-6425	D4D Trip	COURTYARD BY MARRIOTT-	COURTYARD BY MARRIOTT-	Melville	Corporate Card	\$346.50	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/05/2009	Hotel Tax-6425	D4D Trip	COURTYARD BY MARRIOTT-	COURTYARD BY MARRIOTT-	Melville	Corporate Card	\$44.10	No
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Allocations : 100.00% (\$44.10) 010001920100

11/05/2009	Hotel Tax-6425	D4D Trip	COURTYARD BY MARRIOTT-	COURTYARD BY MARRIOTT-	Melville	Corporate Card	\$3.50	No
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Allocations : 100.00% (\$3.50) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/03/2009	Hotel-6425	D4D Trip	COURTYARD BY MARRIOTT	COURTYARD BY MARRIOTT	Melville	Corporate Card	\$299.00	No
		Allocations : 100.00% (\$299.00) 010001920100						
11/04/2009	Hotel-6425	Attend DTA Board Meeting	HYATT HOTELS-ROSEMONT	HYATT HOTELS-ROSEMONT	Rosemont	Corporate Card	\$160.36	No
		Hotel Tax-6425						
11/03/2009	Hotel Tax-6425	Attend DTA Board Meeting	HYATT HOTELS-ROSEMONT	HYATT HOTELS-ROSEMONT	Rosemont	Corporate Card	\$19.37	No
		Allocations : 100.00% (\$19.37) 010001920100						
		Hotel-6425						
11/03/2009	Hotel-6425	Attend DTA Board Meeting	HYATT HOTELS-ROSEMONT	HYATT HOTELS-ROSEMONT	Rosemont	Corporate Card	\$149.00	No
		Allocations : 100.00% (\$149.00) 010001920100						
		Meals Self-6420 (Breakfast/Lunch/Dinner)						
11/03/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend DTA Board Meeting	HYATT HOTELS-ROSEMONT	HYATT HOTELS-ROSEMONT	Rosemont	Corporate Card	\$11.99	No
		Allocations : 100.00% (\$11.99) 010001920100						
		Hotel-6425						
10/10/2009	Hotel-6425	Attend QHAB	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$484.20	No
		Hotel Tax-6425						
10/08/2009	Hotel Tax-6425	Attend GNY	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$35.41	No
		Allocations : 100.00% (\$35.41) 010001920100						
10/09/2009	Hotel Tax-6425	Attend GNY	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$23.44	No
		Allocations : 100.00% (\$23.44) 010001920100						
10/06/2009	Hotel Tax-6425	Attend GNY	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$3.50	No
		Allocations : 100.00% (\$3.50) 010001920100						
		Hotel-6425						
10/08/2009	Hotel-6425	Attend GNY			New York	Corporate Card	\$399.00	No

		MARRIOTT	MARRIOTT					
		33789 NY	33789 NY					
		MARQ	MARQ					
Allocations :		100.00% (\$399.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/09/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend GNY	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$3.27	No
Allocations :		100.00% (\$3.27) 010001920100						
10/09/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend GNY	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$19.58	No
Allocations :		100.00% (\$19.58) 010001920100						
11/12/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Colgate/HSI Mtg	MIDWEST AIRLINES ONBOA	MIDWEST AIRLINES ONBOA	Oak Creek	Corporate Card	\$6.00	No
Allocations :		100.00% (\$6.00) 010001920100						
11/06/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Exd Trip	OTG MANAGEMENT JET ROC	OTG MANAGEMENT JET ROC	Flushing	Corporate Card	\$11.74	No
Allocations :		100.00% (\$11.74) 010001920100						
11/06/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Colgate/HSI Mtg	COFFEE BEANERY	COFFEE BEANERY	Flushing	Corporate Card	\$7.51	No
Allocations :		100.00% (\$7.51) 010001920100						
11/06/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Colgate/HSI Mtg	GRACE'S MARKETPLACE	GRACE'S MARKETPLACE	Flushing	Corporate Card	\$8.69	No
Allocations :		100.00% (\$8.69) 010001920100						
11/06/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)		DUNKIN #342262 Q35	DUNKIN #342262 Q35	Flushing	Corporate Card	\$5.64	No
Allocations :		100.00% (\$5.64) 010001920100						
11/03/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend CHAB	HYATT HOTELS RESTAURAN	HYATT HOTELS RESTAURAN	Rosemont	Corporate Card	\$12.01	No
Allocations :		100.00% (\$12.01) 010001920100						
10/22/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend ADA			West Allis	Cash	\$11.13	No
Allocations :		100.00% (\$11.13) 010001920100						
10/12/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSD Business Discussion	MIDWEST E 4532111825423	MIDWEST E 4532111825423	Milwaukee	Corporate Card	\$5.00	No
Allocations :		100.00% (\$5.00) 010001920100						
10/12/2009	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSD Business Discussion	MIDWEST E 4532111825424	MIDWEST E 4532111825424	Metville	Corporate Card	\$5.00	No
Allocations :		100.00% (\$5.00) 010001920100						
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/12/2009	Taxi/Rail/Ferry/Parking/Limo-6449	Colgate/HSI Mtg	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$44.00	No
Allocations :		100.00% (\$44.00) 010001920100						
10/09/2009	Taxi/Rail/Ferry/Parking/Limo-6449	HSD Business Discussion	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$36.00	No
Allocations :		100.00% (\$36.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$3,687.67
Personal Expenses :	\$0.00
Total Amount Claimed :	\$3,687.67
Amount Approved :	\$3,687.67
Company Disbursements	
Amount Due TSM :	\$22.77
Amount Due Company Card :	\$3,664.90
Total Paid By Company :	\$3,687.67
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : Nov & Dec, 2009

TSM Name : Sullivan, Timothy J.
TSM ID : 94061

Report Header

Policy : NSI
Business Purpose : GNY, Stans ED, Matt Hunt
Report Id : BA7FF9CC58094E08A1F1
Report Date : 12/14/2009
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/26/2009	Air Travel Fees-Miscellaneous-6410		Midwest Airline Best Care Club Yearly Fee	MIDWEST E	Oak Creek	Corporate Card	\$150.00	No
Allocations :		100.00% (\$150.00) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/17/2009	Airfare-6410	Atlanta NA EMC	AIRTRANAI 3327725186096	AIRTRANAI 3327725186096	Melville	Corporate Card	\$451.70	No
Allocations :		100.00% (\$451.70) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
12/04/2009	Airfare-6410	2010 Budget Mtg in NY	MIDWEST E 4537721481721	MIDWEST E 4537721481721	Melville	Corporate Card	\$157.86	No
Allocations :		100.00% (\$157.86) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
12/03/2009	Airfare-6410	Stanley's Dinner	MIDWEST E 4537721481702	MIDWEST E 4537721481702	Melville	Corporate Card	\$138.16	No
Allocations :		100.00% (\$138.16) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
11/20/2009	Airfare-6410	Stanley's Dinner	MIDWEST E 4537719773883	MIDWEST E 4537719773883	Melville	Corporate Card	\$242.20	No
Allocations :		100.00% (\$242.20) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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12/17/2009	Business Meals-6420 (Multiple TSM's only)	Business Discussion	MO'S IRISH PUB-TOSA	MO'S IRISH PUB-TOSA	Wauwatosa	Corporate Card	\$54.46	No
Allocations :		100.00% (\$54.46) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Pempel, Carol, Executive Assistant, HSD, TSM Stewart, Heidi, Field Training Supervisor, TSM McCarthy, Susan, TSM Schoenbeck, Nancy, Admin Assistant, TSM						
12/09/2009	Business Meals-6420 (Multiple TSM's only)	Greater NY	4TH BASE	4TH BASE	Milwaukee	Corporate Card	\$294.75	No
Allocations :		100.00% (\$294.75) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Blair, Jeff, RIA, TSM O'Shea, Ron, FSC, Benco, Business Guest Davenport, Steve, FSC, Benco, Business Guest						
12/02/2009	Business Meals-6420 (Multiple TSM's only)	Business Discussion	BOG@FIGS	BOG@FIGS	Flushing	Corporate Card	\$76.66	No
Allocations :		100.00% (\$76.66) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Steck, Dave, TSM Steck, Hyndie, Spouse DeKark, John, TSM Frohower, Jim, Director NA Dental Sales Leader, TSM						
11/29/2009	Business Meals-6420 (Multiple TSM's only)	Midwest Airline Best Care Club	MKE ALTERRA 0018323QPS	MKE ALTERRA 0018323QPS	Milwaukee	Corporate Card	\$5.08	No
Allocations :		100.00% (\$5.08) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM						
11/17/2009	Business Meals-6420 (Multiple TSM's only)	Matt Hunt Interview	APPLEBEES 975483697544	APPLEBEES 975483697544	West Allis	Corporate Card	\$41.55	No
Allocations :		100.00% (\$41.55) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Steck, Dave, TSM Hunt, Matt, Director, Laser Sales, TSM						
11/09/2009	Business Meals-6420 (Multiple TSM's only)	YPO Meeting	STARBUCKS USA 00029QPS	STARBUCKS USA 00029QPS	Wauwatosa	Corporate Card	\$39.15	No
Allocations :		100.00% (\$39.15) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Pickert, Bill, President, Regency Builders, Business Guest Allen, Ed, President, Integrated Medical Partners, Business Guest Boelter, Rick, President, Goelter Beverages, Business Guest Waters, Pat, President, WCV Distribution, Business Guest James, Todd, President, Grandbridge, Business Guest Copa, Jim, President, USA Funding, Business Guest						

Gifts to Customers-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/23/2009	Gifts to Customers-6425	Gift to Dux Dental President	EDIBLE ARRANGEMENTS381	EDIBLE ARRANGEMENTS381	Simi Valley	Corporate Card	\$95.00	No
Allocations :		100.00% (\$95.00) 010001920100						
Attendees :		Porteous, Paul, President, Dux Dental, Business Guest						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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12/05/2009	Hotel-6425	Stanley's 8-day	THE RITZ CARLTON BTTRY	THE RITZ CARLTON BTTRY	New York	Corporate Card	\$663.31	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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12/04/2009	Hotel Tax-6425	Greater NY	THE RITZ CARLTON BTTRY	THE RITZ CARLTON BTTRY	New York	Corporate Card	\$81.03	No
Allocations :		100.00% (\$81.03) 010001920100						

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

12/04/2009	Hotel Tax-6425	Greater NY	THE RITZ CARLTON BTRY	THE RITZ CARLTON BTRY	New York	Corporate Card	\$33.78	No	
Allocations :		100.00% (\$33.78) 010001920100							
12/04/2009	Hotel Tax-6425	Greater NY	THE RITZ CARLTON BTRY	THE RITZ CARLTON BTRY	New York	Corporate Card	\$3.50	No	
Allocations :		100.00% (\$3.50) 010001920100							

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
12/04/2009	Hotel-6425	Greater NY	THE RITZ CARLTON BTRY	THE RITZ CARLTON BTRY	New York	Corporate Card	\$675.00	No	
Allocations :		100.00% (\$675.00) 010001920100							
12/03/2009	Hotel-6425	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$3,208.42	No	

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
12/01/2009	Business Meals-6420 (Multiple TSM's only)	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$891.96	No	
Allocations :		100.00% (\$891.96) 010001920100							
Attendees :		Sullivan, Timothy, This TSM Steck, Dave, TSM Hirsch, Paul, TSM Chiu, Ken, VP, Septodont, Business Guest Montemurro, Anthony, VP, Septodont, Business Guest Mondock, Paul, VP, Septodont, Business Guest Crocchia, Mike, VP, Septodont, Business Guest Beechey, Todd, VP, Septodont, Business Guest Zia, Afil, VP, Septodont, Business Guest							

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
12/02/2009	Hotel Tax-6425	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$110.43	No	
Allocations :		100.00% (\$110.43) 010001920100							
12/01/2009	Hotel Tax-6425	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$110.43	No	
Allocations :		100.00% (\$110.43) 010001920100							
11/30/2009	Hotel Tax-6425	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$110.43	No	
Allocations :		100.00% (\$110.43) 010001920100							

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
12/02/2009	Hotel-6425	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$675.00	No	
Allocations :		100.00% (\$675.00) 010001920100							
12/01/2009	Hotel-6425	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$675.00	No	
Allocations :		100.00% (\$675.00) 010001920100							
11/30/2009	Hotel-6425	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$675.00	No	
Allocations :		100.00% (\$675.00) 010001920100							

Meals Self-6420 (Breakfast,Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
11/30/2009	Meals Self-6420 (Breakfast,Lunch/Dinner)	Greater NY	WESTIN NY AT TIMES SQU	WESTIN NY AT TIMES SQU	New York	Corporate Card	\$8.17	No	
Allocations :		100.00% (\$8.17) 010001920100							

Hotel-6425

Expense Type	Vendor	Vendor Name	City	Amount
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Transaction Date	Business Purpose	Payment Type	Personal Expense (do not reimburse)					
11/14/2008	Hotel-6425 Speaker at HR Mtg. HYATT REGENCY WIND WAT	New York Corporate Card	\$122.93 No					
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/14/2008	Hotel Tax-6425	Speaker at HR Mtg.	HYATT REGENCY WIND WAT	HYATT REGENCY WIND WAT	New York	Corporate Card	\$0.98	No
		Allocations : 100.00% (\$0.98) 010001920100						
11/14/2008	Hotel Tax-6425	Speaker at HR Mtg.	HYATT REGENCY WIND WAT	HYATT REGENCY WIND WAT	New York	Corporate Card	\$11.29	No
		Allocations : 100.00% (\$11.29) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/13/2008	Hotel-6425	Speaker at HR Mtg.	HYATT REGENCY WIND WAT	HYATT REGENCY WIND WAT	New York	Corporate Card	\$130.90	No
		Allocations : 100.00% (\$130.90) 010001920100						
Meats Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/14/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	Speaker at HR Mtg.	HYATT REGENCY WIND WAT	HYATT REGENCY WIND WAT	New York	Corporate Card	\$39.76	No
		Allocations : 100.00% (\$39.76) 010001920100						
12/03/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	Greater NY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$4.34	No
		Allocations : 100.00% (\$4.34) 010001920100						
12/01/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	GHY	JACOB JAVITS CO CONCPIS	JACOB JAVITS CO CONCPIS	New York	Corporate Card	\$6.50	No
		Allocations : 100.00% (\$6.50) 010001920100						
11/28/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	Greater NY	FAMOUS FAMILIA PIZZER	FAMOUS FAMILIA PIZZER	New York	Corporate Card	\$14.20	No
		Allocations : 100.00% (\$14.20) 010001920100						
11/14/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	Speaker at HR Mtg.	HYATT REGENCY WIND WAT	HYATT REGENCY WIND WAT	New York	Corporate Card	\$5.43	No
		Allocations : 100.00% (\$5.43) 010001920100						
11/06/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	Guest Speaker - HR Leadership Dev				Cash	\$8.69	No
		Allocations : 100.00% (\$8.69) 010001920100						
11/06/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	Guest Speaker - HR Leadership Dev	Dunkin Donuts	Dunkin Donuts		Cash	\$5.64	No
		Allocations : 100.00% (\$5.64) 010001920100						
11/06/2008	Meats Self-6420 (Breakfast/Lunch/Dinner)	Guest Speaker - HR Leadership Dev	Midwest Airline	Midwest Airline		Cash	\$6.00	No
		Allocations : 100.00% (\$6.00) 010001920100						
Miscellaneous-8550								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/03/2008	Miscellaneous-8550	3rd Qtr Dental & US Economy Report	AFC RESEARCH LTD	AFC RESEARCH LTD	West Allis	Corporate Card	\$298.00	No

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
Taxi/Rail/Ferry/Parking/Limo-6449		Allocations : 100.00% (\$396.00) 010001920100						
12/17/2009	Taxi/Rail/Ferry/Parking/Limo-6449	Misc. Taxi Rides at CNY			Wauwatosa	Cash	\$75.00	No
		Allocations : 100.00% (\$75.00) 010001920100						
12/05/2009	Taxi/Rail/Ferry/Parking/Limo-6449	Stanley's B-Day parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$32.00	No
		Allocations : 100.00% (\$32.00) 010001920100						
10/02/2009	Taxi/Rail/Ferry/Parking/Limo-6449	CNY Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$48.00	No
		Allocations : 100.00% (\$48.00) 010001920100						
11/13/2009	Taxi/Rail/Ferry/Parking/Limo-6449	HQ: Mgmt Mtg Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$44.00	No
		Allocations : 100.00% (\$44.00) 010001920100						
11/06/2009	Taxi/Rail/Ferry/Parking/Limo-6449	CNY			Wauwatosa	Cash	\$30.00	No
		Allocations : 100.00% (\$30.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$8,526.03
Personal Expenses :	\$0.00
Total Amount Claimed :	\$8,526.03
Amount Approved :	\$8,526.03
Company Disbursements	
Amount Due TSM :	\$125.33
Amount Due Company Card :	\$6,400.70
Total Paid By Company :	\$6,526.03
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : February Expenses

TSM Name : Sullivan, Timothy J
 TSM ID : 94081

Report Header

Policy : NSI
 Business Purpose : Sybron, CMW, Misc expenses
 Report id : DBE1B33ABABF494BA481
 Report Date : 03/02/2010
 Approval Status : Approved
 Currency : US, Dollar

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/26/2010	Airfare-6410	Attend Sr. Dental Mtg in Boston	UNITED 0167742043079	UNITED 0167742043079	Melville	Corporate Card	\$89.70	No
	Allocations :	100.00% (\$89.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/26/2010	Airfare-6410	Attend Empower-U Class in Texas	AMERICAN 0017742043070	AMERICAN 0017742043070	Melville	Corporate Card	\$575.49	No
	Allocations :	100.00% (\$575.49) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/19/2010	Airfare-6410	Flight to Sybron Meeting	UNITED 0167739613426	UNITED 0167739613426	Melville	Corporate Card	\$118.90	No
	Allocations :	100.00% (\$118.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/19/2010	Airfare-6410	Flight back from Sybron Meeting	AMERICAN 0017739613427	AMERICAN 0017739613427	Melville	Corporate Card	\$157.51	No
	Allocations :	100.00% (\$157.51) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/18/2010	Airfare-6410	Flight Upgrade	UNITED 0164514566282	UNITED 0164514566282	Raleigh	Corporate Card	\$28.00	No
	Allocations :	100.00% (\$28.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/17/2010	Airfare-6410				Chicago		\$29.00	No

		Affordable Mtg	UNITED 0164068019207	UNITED 0164068019207		Corporate Card		
	Allocations :	100.00% (\$29.50) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/12/2010	Airfare-6410	Attend NA EMC	AMERICAN 0017738368509	AMERICAN 0017738368509	Melville	Corporate Card	\$185.91	No
	Allocations :	100.00% (\$185.91) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/12/2010	Airfare-6410	Attend Affordable Healthcare Mtg	AIRTRANA! 3327738368574	AIRTRANA! 3327738368574	Melville	Corporate Card	\$219.20	No
	Allocations :	100.00% (\$219.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/03/2010	Airfare-6410	Affordable Mtg	UNITED 0167735827044	UNITED 0167735827044	Melville	Corporate Card	\$103.40	No
	Allocations :	100.00% (\$103.40) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/03/2010	Airfare-6410	Attend NA EMC	MIDWEST E 4537735827042	MIDWEST E 4537735827042	Melville	Corporate Card	\$71.90	No
	Allocations :	100.00% (\$71.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/03/2010	Airfare-6410	Rebook ticket to Charlotte	AMERICAN 0017735827043	AMERICAN 0017735827043	Melville	Corporate Card	\$74.70	No
	Allocations :	100.00% (\$74.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/03/2010	Airfare-6410	Attend NA EMC	MIDWEST E 4537735827049	MIDWEST E 4537735827049	Melville	Corporate Card	\$142.50	No
	Allocations :	100.00% (\$142.50) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/19/2010	Business Meals-6420 (Multiple TSM's only)	Equipment Discussion	SINGHA THAI RESTAURANT	SINGHA THAI RESTAURANT	West Aills	Corporate Card	\$22.59	No
	Allocations :	100.00% (\$22.59) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Huntmann, Curtis, CAG Equip Sales, TSM						
02/17/2010	Business Meals-6420 (Multiple TSM's only)	Affordable Mtg	RUTHS CHRIS STEAKHOUSE	RUTHS CHRIS STEAKHOUSE	Cary	Corporate Card	\$1,073.55	No
	Allocations :	100.00% (\$1,073.55) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Muller, Hal, President - Special Markets, TSM Jones, Tim, GM, TSM Quiser, Paul, ZGM, TSM Acquafredda, Rha, VP & GM - Zahn, TSM McMains, Joel, Dir of Contracting, Affordable Care, Business Guest Thomas, T.J. Dir. of Purchasing, Affordable Care, Business Guest Bunker, Bob, CEO, Affordable Care, Business Guest Foley, Randy, Dir Field Sales, TSM						
02/16/2010	Business Meals-6420 (Multiple TSM's only)	Affordable Mtg	CAPITAL CITY CHOP HOUSE	CAPITAL CITY CHOP HOUSE	Morrisville	Corporate Card	\$119.57	No
	Allocations :	100.00% (\$119.57) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Muller, Hal, President - Special Markets, TSM Foley, Randy, Dir - Field Sales, TSM						
02/05/2010	Business Meals-6420 (Multiple TSM's only)	2010 BGD Budget Mtg	SOFIA INDICO RESTAURAN	SOFIA INDICO RESTAURAN	New York	Corporate Card	\$89.00	No
	Allocations :	100.00% (\$89.00) 010001920100						

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
Attendees : Sullivan, Timothy, This TSM Stamer, Murray, TSM Muller, Hal, President - Special Markets, TSM Miranda, Rich, President - Diversified Health, TSM								
02/02/2010	Business Meals-6420 (Multiple TSM's only)	Meeting with Kathy Grimes	Starbucks	Starbucks	West Allis	Cash	\$9.79	No
Allocations : 100.00% (\$9.79) 010001920100								
Attendees : Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Stuckert, Anna, Admin, TSM Grimes, Kathy, Dir, Human Resources, TSM								
Entertainment-Other (non meal)-6415								
02/24/2010	Entertainment-Other (non meal)-6415	DNA 20th Anniversary Gala	ORAL HEALTH AMERICA	ORAL HEALTH AMERICA	Chicago	Corporate Card	\$80.00	No
Allocations : 100.00% (\$80.00) 010001920100								
Attendees : Sullivan, Timothy, This TSM Stack, Dave, TSM Rozin, Rudi, TSM Mulder, Dave, CEO, Eliase, Business Guest Berry, Rick, President, Demand Force, Business Guest Culp, Larry, CEO, Danaher, Business Guest Weathered, Mike, VP - Global Accounts, Danaher, Business Guest Van Duijnhoven, Henk, Group Executive, Danaher, Business Guest Reynal, Vicente, President, Kavo, Business Guest Roos, Henrik, President, Pairedex Group, Business Guest Perrose, Michele, Dir Development Prof Relations, TSM Krause, Jason, RM, TSM								
Hotel-6425								
02/16/2010	Hotel-6425	2010 Budget Mtg	HYATT PLACE	HYATT PLACE	Morrisville	Corporate Card	\$304.21	No
Hotel Tax-6425								
02/17/2010	Hotel Tax-6425	2010 Budget Mtg	HYATT PLACE	HYATT PLACE	Morrisville	Corporate Card	\$18.15	No
Allocations : 100.00% (\$18.15) 010001920100								
02/16/2010	Hotel Tax-6425	2010 Budget Mtg	HYATT PLACE	HYATT PLACE	Morrisville	Corporate Card	\$18.15	No
Allocations : 100.00% (\$18.15) 010001920100								
Hotel-6425								
02/17/2010	Hotel-6425	2010 Budget Mtg	HYATT PLACE	HYATT PLACE	Morrisville	Corporate Card	\$132.05	No
Allocations : 100.00% (\$132.05) 010001920100								
02/16/2010	Hotel-6425	2010 Budget Mtg	HYATT PLACE	HYATT PLACE	Morrisville	Corporate Card	\$132.05	No
Allocations : 100.00% (\$132.05) 010001920100								
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)

• 02/17/2010 Meats Self-6420 (Breakfast/Lunch/Dinner) 2010 Budget Mtg HYATT PLACE HYATT PLACE Morrisville Corporate Card \$3.81 No
 Allocations : 100.00% (\$3.81) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/17/2010	Hotel-6425	Attend NA EMC	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$377.30	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
• 02/15/2010	Hotel Tax-6425	Attend NA EMC	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$14.58	No

Allocations : 100.00% (\$14.58) 010001920100

• 02/15/2010	Hotel Tax-6425	Attend NA EMC	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$5.07	No
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Allocations : 100.00% (\$5.07) 010001920100

• 02/14/2010	Hotel Tax-6425	Attend NA EMC	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$14.58	No
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Allocations : 100.00% (\$14.58) 010001920100

• 02/14/2010	Hotel Tax-6425	Attend NA EMC	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$5.07	No
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Allocations : 100.00% (\$5.07) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
• 02/15/2010	Hotel-6425	Attend NA EMC	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$169.00	No

Allocations : 100.00% (\$169.00) 010001920100

• 02/14/2010	Hotel-6425	Attend NA EMC	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$169.00	No
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Allocations : 100.00% (\$169.00) 010001920100

02/06/2010	Hotel-6425	2010 Budget Mtg	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$323.55	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
• 02/04/2010	Hotel Tax-6425	2010 Budget Mtg	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$24.76	No

Allocations : 100.00% (\$24.76) 010001920100

• 02/04/2010	Hotel Tax-6425	2010 Budget Mtg	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$18.39	No
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Allocations : 100.00% (\$18.39) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
• 02/04/2010	Hotel-6425				New York		\$279.00	No

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
		2010 Budget Mtg	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ		Corporate Card		
	Allocations :		100.00% (\$279.00) 010001920100					
Meals Self-6420 (Breakfast/Lunch/Dinner)								
02/04/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	2010 Budget Mtg	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$3.50	No
	Allocations :		100.00% (\$3.50) 010001920100					
02/25/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW			Raleigh	Cash	\$5.22	No
	Allocations :		100.00% (\$5.22) 010001920100					
02/18/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Affordable Mtg			Melville	Cash	\$2.28	No
	Allocations :		100.00% (\$2.28) 010001920100					
02/15/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Affordable Mtg	CAPITAL CITY CHOP HOUSE	CAPITAL CITY CHOP HOUSE	Morrisville	Corporate Card	\$24.42	No
	Allocations :		100.00% (\$24.42) 010001920100					
02/16/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Affordable Mtg			Melville	Cash	\$6.18	No
	Allocations :		100.00% (\$6.18) 010001920100					
02/14/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	NA EMC	O BAR JV 20600052	O BAR JV 20600052	Milwaukee	Corporate Card	\$11.61	No
	Allocations :		100.00% (\$11.61) 010001920100					
02/05/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	2010 Board Budget Mtg	OTG MANAGEMENT JET ROC	OTG MANAGEMENT JET ROC	Fushing	Corporate Card	\$5.53	No
	Allocations :		100.00% (\$5.53) 010001920100					
02/05/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	2010 ROD Budget Mtg	Starbucks	Starbucks	Melville	Cash	\$7.38	No
	Allocations :		100.00% (\$7.38) 010001920100					
02/05/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	Starbucks	Starbucks	New York	Cash	\$3.85	No
	Allocations :		100.00% (\$3.85) 010001920100					
02/05/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	2010 ROD Budget Mtg			Melville	Cash	\$9.04	No
	Allocations :		100.00% (\$9.04) 010001920100					
Taxi/Rail/Ferry/Parking/Limo-6449								
02/24/2010	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	BLUE RIBBON TAXI ASSN	BLUE RIBBON TAXI ASSN	Chicago	Corporate Card	\$14.35	No
	Allocations :		100.00% (\$14.35) 010001920100					
02/24/2010	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	YELLOW CAB	YELLOW CAB	Chicago	Corporate Card	\$14.75	No
	Allocations :		100.00% (\$14.75) 010001920100					
02/18/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Affordable Meeting Airport Parking	GENERAL INTL AIRQ44	GENERAL INTL AIRQ44	Milwaukee	Corporate Card	\$48.00	No
	Allocations :		100.00% (\$48.00) 010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$4,355.89
Personal Expenses :	\$0.00
Total Amount Claimed :	\$4,355.89
Amount Approved :	\$4,355.89
Company Disbursements	
Amount Due TSM :	\$43.74
Amount Due Company Card :	\$4,311.98
Total Paid By Company :	\$4,355.89
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : March Expenses

TSM Name : Sullivan, Timothy J.
TSM ID : 94061

Report Header

Policy : HSI
Business Purpose : CMW, Sybron, ADAF, Sr. Dental Lns, Hawaii
Dental
Report Id : 6356AF838D294889A6A8
Report Date : 03/19/2010
Approval Status : Approved
Currency : US, Dollar

Airfare-6410									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/27/2010	Airfare-6410	Attend Empower-U Class	AMERICAN 0012604152567	AMERICAN 0012604152567	Dallas	Corporate Card	\$25.00	No	
Allocations :		100.00% (\$25.00) 010001920100							
Attendees :		Sullivan, Timothy, This TSM							
03/06/2010	Airfare-6410	Boston Dental	UNITED 0167743673950	UNITED 0167743673950	Meikie	Corporate Card	\$264.70	No	
Allocations :		100.00% (\$264.70) 010001920100							
Attendees :		Sullivan, Timothy, This TSM							
03/02/2010	Airfare-6410	Sybron Mtg	UNITED 0164061495316	UNITED 0164061495316	Chicago	Corporate Card	\$50.00	No	
Allocations :		100.00% (\$50.00) 010001920100							
Attendees :		Sullivan, Timothy, This TSM							
02/18/2010	Airfare-6410	Affordable Meeting	UNITED 0164073395277	UNITED 0164073395277	Raleigh	Corporate Card	\$325.00	No	
Allocations :		100.00% (\$325.00) 010001920100							
Attendees :		Sullivan, Timothy, This TSM							
Business Meals-5420(Multiple TSM's only)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
09/02/2010	Business Meals-5420 (Multiple TSM's only)	Lunch Meeting with FSC	APPLEBEES 025488897544	APPLEBEES 025488897544	West Allis	Corporate Card	\$30.79	No	
Allocations :		100.00% (\$30.79) 010001920100							
Attendees :		Sullivan, Timothy, This TSM Morrison, Mike, FSC - Memphis, TSM							

03/20/2010	Business Meals-6420 (Multiple TSM's only)	Montage Media - Next DGS Discussion	LA MASSERIA	LA MASSERIA	New York	Corporate Card	\$304.22	No	
	Allocations :	100.00% (\$304.22) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Sullivan, Kay, Spouse Audrey, Mirek, Spouse Mirek, Mark, EVP, TSM Sweeney, Steve, President, Montage Media, Business Guest Sweeney, Mrs, President's Wife, Montage Media, Business Guest							
03/18/2010	Business Meals-6420 (Multiple TSM's only)	Business Discussion - Lunch at airport	GATE 12 TEQUIL30220QFS	GATE 12 TEQUIL30220QFS	Honolulu	Corporate Card	\$92.75	No	
	Allocations :	100.00% (\$92.75) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Cavaretta, Joe, Director & GM, TSM							
03/17/2010	Business Meals-6420 (Multiple TSM's only)	Co-travel with Hawaii FSC	ICHIRIKI JAPANESE NABE	ICHIRIKI JAPANESE NABE	Honolulu	Corporate Card	\$101.00	No	
	Allocations :	100.00% (\$101.00) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Jacobs, Barb, FSC, TSM Tuyay, Kimo, FSC, TSM							
03/16/2010	Business Meals-6420 (Multiple TSM's only)	Hawaii Business discussion	TINI S GRILL & BAR	TINI S GRILL & BAR	Honolulu	Corporate Card	\$23.80	No	
	Allocations :	100.00% (\$23.80) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Cavaretta, Joe, Director & GM, TSM Brian, Brady, RM, TSM Shewgren, Glenn, Mngt - HSPG, TSM							
03/15/2010	Business Meals-6420 (Multiple TSM's only)	Hawaii Business discussion	TINI S GRILL & BAR	TINI S GRILL & BAR	Honolulu	Corporate Card	\$157.98	No	
	Allocations :	100.00% (\$157.98) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Cavaretta, Joe, Director & GM, TSM Brady, Brian, RM, HSD, TSM Shewgren, Glenn, Mngt - HSPG, TSM							
03/15/2010	Business Meals-6420 (Multiple TSM's only)	Off-site Business Planning Mtg.	AMERICAN CLUB FRONT DE	AMERICAN CLUB FRONT DE	Kohler	Corporate Card	\$450.10	No	
	Allocations :	100.00% (\$450.10) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Dan, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Streck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Jim, Breslawski, President, TSM Hirsch, Paul, TSM Chatham, John, VP Leadership & Development, TSM							
03/13/2010	Business Meals-6420 (Multiple TSM's only)	Senior Dental leaders -Boston	WESTIN COPLEY PLACE BO	WESTIN COPLEY PLACE BO	Boston	Corporate Card	\$54.28	No	
	Attendees :	Sullivan, Timothy, This TSM Kess, Steve, VP Professional Relations, TSM							
03/10/2010	Business Meals-6420 (Multiple TSM's only)	Senior Dental leaders -Boston	WESTIN COPLEY PLACE BO	WESTIN COPLEY PLACE BO	Boston	Corporate Card	\$67.78	No	
	Allocations :	100.00% (\$67.78) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Kess, Steve, VP Professional Relations, TSM							
	Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/11/2010					Boston		\$15.46	No	

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
	Meals-6420 (Breakfast/Lunch/Dinner)	Senior Dental leaders -Boston	WESTIN COPLEY PLACE 80	WESTIN COPLEY PLACE 80		Corporate Card		
	Allocations :	100.00% (\$16.48) 010001920100						
Business Meals-6420(Multiple TSM's only)								
03/04/2010	Business Meals-6420 (Multiple TSM's only)	Business Mtg - Hawaii Dental	CHILIS TOO 2W 20510723	CHILIS TOO 2W 20510723	Dallas	Corporate Card	\$17.86	No
	Allocations :	100.00% (\$17.86) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Cavaretta, Joe, Direction & GM, TSM						
03/09/2010	Business Meals-6420 (Multiple TSM's only)	Sybron Dental Meeting	PELICAN GRILL	PELICAN GRILL	Orange	Corporate Card	\$30.00	No
	Allocations :	100.00% (\$30.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Tuttle, Don, President Specialty Group, Sybron Dental, Business Guest Even, Dan, President, Sybron Dental, Business Guest Clineff, Mark, GM of SybronEndo, Sybron Dental, Business Guest Harrison, Jeremy, VP of Sales - SybronEndo, Sybron Dental, Business Guest Paskin, Steve, President of Dental Consumables, Sybron, Business Guest						
03/03/2010	Business Meals-6420 (Multiple TSM's only)	Business Mtg - Hawaii Dental	Starbucks	Starbucks	Honolulu	Cash	\$3.61	No
	Allocations :	100.00% (\$3.61) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Ahmed, S., President, PDC Systems, Business Guest						
02/27/2010	Business Meals-6420 (Multiple TSM's only)	Royal Dental Lunch Meeting	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$97.56	No
	Allocations :	100.00% (\$97.56) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Miller, John, Director of Sales, Royal Dental Group, Business Guest Tol, Harold, CEO, Royal Dental Group, Business Guest Tol, Raymond, President, Royal Dental Group, Business Guest Sorenson, Howard, VP of Sales, Royal Dental Group, Business Guest Kutlinski, Greg, Mgr National Equipment, TSM						
02/26/2010	Business Meals-6420 (Multiple TSM's only)	Hawaii Dental Convention	Starbucks	Starbucks	Melville	Cash	\$7.23	No
	Allocations :	100.00% (\$7.23) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Cavaretta, Joe, Direction & GM, TSM						
Donations-8210								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/11/2010	Donations-8210	Bob Liese sponsorship in Special Olympics event	ACT*POLAR PLUNGE	ACT*POLAR PLUNGE	Chicago	Corporate Card	\$85.00	No
	Allocations :	100.00% (\$85.00) 010001920100						
	Exceptions :	Copies of receipts must be forwarded to Accounts Payable						
Gifts to Customers-8425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/26/2010	Gifts to Customers-8425				Milwaukee		\$78.95	No

			Gift to Dr. Bruce Fieldman	RACINE DANISH KRINGLE	RACINE DANISH KRINGLE		Corporate Card		
	Allocations :		100.00% (\$78.66) 010001920100						
	Attendees :		Fieldman, Bruce, Dr ; Dr Bruce Fieldman, Business Guest						
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/22/2010	Hotel-6425	Tim & Kay attend Opera with Stanley	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$503.42	No	
Business Meais-5420(Multiple TSM's only)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/20/2010	Business Meais-6420 (Multiple TSM's only)	Business Discussion	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$30.59	No	
	Allocations :		100.00% (\$30.59) 010001920100						
	Attendees :		Sullivan, Timothy, This TSM Sullivan, Key, Spouse Audrey, Mlotek, Spouse Mlotek, Mark, EMP, TSM						
Hotel Tax-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/20/2010	Hotel Tax-6425	Tim & Kay attend Opera with Stanley	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$3.50	No	
	Allocations :		100.00% (\$3.50) 010001920100						
03/20/2010	Hotel Tax-6425	Tim & Kay attend Opera with Stanley	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$60.33	No	
	Allocations :		100.00% (\$60.33) 010001920100						
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/20/2010	Hotel-6425	Tim & Kay attend Opera with Stanley	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$409.00	No	
	Allocations :		100.00% (\$409.00) 010001920100						
03/19/2010	Hotel-6425	Attend Hawaii Dental Convention	MARRIOTT HOTELS-WAIKIK	MARRIOTT HOTELS-WAIKIK	Honolulu	Corporate Card	\$349.85	No	
Hotel Tax-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/17/2010	Hotel Tax-6425	Attend Hawaii Dental Convention	MARRIOTT HOTELS-WAIKIK	MARRIOTT HOTELS-WAIKIK	Honolulu	Corporate Card	\$19.31	No	
	Allocations :		100.00% (\$19.31) 010001920100						
03/16/2010	Hotel Tax-6425	Attend Hawaii Dental Convention	MARRIOTT HOTELS-WAIKIK	MARRIOTT HOTELS-WAIKIK	Honolulu	Corporate Card	\$19.31	No	
	Allocations :		100.00% (\$19.31) 010001920100						
Hotel-6425									

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/17/2010	Hotel-6425	Attend Hawaii Dental Convention	MARRIOTT HOTELS-WAIKIK	MARRIOTT HOTELS-WAIKIK	Honolulu	Corporate Card	\$149.00	No
Allocations :		100.00% (\$149.00) 010001920100						
03/18/2010	Hotel-6425	Attend Hawaii Dental Convention	MARRIOTT HOTELS-WAIKIK	MARRIOTT HOTELS-WAIKIK	Honolulu	Corporate Card	\$149.00	No
Allocations :		100.00% (\$149.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/19/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Hawaii Dental Convention	MARRIOTT HOTELS-WAIKIK	MARRIOTT HOTELS-WAIKIK	Honolulu	Corporate Card	\$4.23	No
Allocations :		100.00% (\$4.23) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/17/2010	Hotel-6425	Attend ADAF Board Mtg in Chicago	THE RITZ CARLTON CHICA	THE RITZ CARLTON CHICA	Chicago	Corporate Card	\$270.07	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/09/2010	Hotel Tax-6425	Attend ADAF Board Mtg in Chicago	THE RITZ CARLTON CHICA	THE RITZ CARLTON CHICA	Chicago	Corporate Card	\$30.63	No
Allocations :		100.00% (\$30.63) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/09/2010	Hotel-6425	Attend ADAF Board Mtg in Chicago	THE RITZ CARLTON CHICA	THE RITZ CARLTON CHICA	Chicago	Corporate Card	\$199.00	No
Allocations :		100.00% (\$199.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/10/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend ADAF Board Mtg in Chicago	THE RITZ CARLTON CHICA	THE RITZ CARLTON CHICA	Chicago	Corporate Card	\$17.48	No
Allocations :		100.00% (\$17.48) 010001920100						
03/09/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend ADAF Board Mtg in Chicago	THE RITZ CARLTON CHICA	THE RITZ CARLTON CHICA	Chicago	Corporate Card	\$22.96	No
Allocations :		100.00% (\$22.96) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

								(do not reimburse)
03/04/2010	Hotel-6425	Attend Sybron Dental Mtg.	HILTON STES ANAHEIM121	HILTON STES ANAHEIM121	Orange	Corporate Card	\$174.42	No
* 03/03/2010	Hotel-6425	Attend Hawaii Dental Convention	HILTON STES ANAHEIM121	HILTON STES ANAHEIM121	Orange	Corporate Card	\$87.21	No
	Allocations :	100.00% (\$87.21) 010001920100						
* 03/02/2010	Hotel-6425	Attend Hawaii Dental Convention	HILTON STES ANAHEIM121	HILTON STES ANAHEIM121	Orange	Corporate Card	\$87.21	No
	Allocations :	100.00% (\$87.21) 010001920100						

02/27/2010	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$1,634.90	No
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Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
* 02/26/2010	Business Meals-6420 (Multiple TSM's only)	Graxhams Lunch Meeting	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$170.68	No
	Allocations :	100.00% (\$170.68) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Hirsch, Paul, TSM Sedler, Russ, President, Graxhams, Business Guest						
* 02/24/2010	Business Meals-6420 (Multiple TSM's only)	Demand Force Meeting	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$114.90	No
	Allocations :	100.00% (\$114.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Caverella, Joe, Director & GM, TSM Razin, Rodi, TSM Meadows, Jake, Dir US Career Development, TSM Roberts, Steve, Dir Core Prod & E-svc, TSM Osman, Sam, VP, Demand Force, Business Guest						

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
* 02/25/2010	Hotel Tax-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$61.56	No
	Allocations :	100.00% (\$61.56) 010001920100						
* 02/24/2010	Hotel Tax-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$61.56	No
	Allocations :	100.00% (\$61.56) 010001920100						
* 02/23/2010	Hotel Tax-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$61.56	No
	Allocations :	100.00% (\$61.56) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
* 02/25/2010	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
	Allocations :	100.00% (\$400.00) 010001920100						
* 02/24/2010	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
	Allocations :	100.00% (\$400.00) 010001920100						
* 02/23/2010	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
	Allocations :	100.00% (\$400.00) 010001920100						

Meals Self-6425 (Breakfast/Lunch/Dinner)

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/26/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$8.00	No
Allocations :		100.00% (\$8.00) 010001920100						
02/29/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$13.01	No
Allocations :		100.00% (\$13.01) 010001920100						
03/24/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$30.53	No
Allocations :		100.00% (\$30.53) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/26/2010	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$38.00	No
Allocations :		100.00% (\$38.00) 010001920100						
02/25/2010	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$38.00	No
Allocations :		100.00% (\$38.00) 010001920100						
02/24/2010	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$38.00	No
Allocations :		100.00% (\$38.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/27/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Empower-U Class	TGI_FRIDAYS #0803	TGI_FRIDAYS #0803	Dallas	Corporate Card	\$10.36	No
Allocations :		100.00% (\$10.36) 010001920100						
03/23/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	YPO Lunch Meeting	EDDIE MARTINI'S	EDDIE MARTINI'S	Wauwatosa	Corporate Card	\$28.38	No
Allocations :		100.00% (\$28.38) 010001920100						
03/18/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Lunch at Hawaii Convention	HI CONVENTION CTR- Q97	HI CONVENTION CTR- Q97	Honolulu	Corporate Card	\$9.25	No
Allocations :		100.00% (\$9.25) 010001920100						
03/13/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Sr. Dental Leaders	WESTIN COPLEY PLACE BO	WESTIN COPLEY PLACE BO	Boston	Corporate Card	\$2.25	No
03/11/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Sr. Dental Leaders	WESTIN COPLEY PLACE BO	WESTIN COPLEY PLACE BO	Boston	Corporate Card	\$2.25	No
Allocations :		100.00% (\$2.25) 010001920100						
03/12/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Senior Dental Leadership	LOGAN INTL R00095142	LOGAN INTL R00095142	Boston	Corporate Card	\$9.50	No
Allocations :		100.00% (\$9.50) 010001920100						
03/02/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Sybron Mtg	C BAR JV 20600052	C BAR JV 20600052	Milwaukee	Corporate Card	\$11.61	No
Allocations :		100.00% (\$11.61) 010001920100						
03/02/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Sybron Dental Mtg	STARBUCKS 809 202610PS	STARBUCKS 809 202610PS	Chicago	Corporate Card	\$10.20	No
Allocations :		100.00% (\$10.20) 010001920100						
02/26/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Affordable Meeting	MIDWEST E 4537742043084	MIDWEST E 4537742043084	Madison	Corporate Card	\$7.50	No
Allocations :		100.00% (\$7.50) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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03/21/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking - Opera w/Stanley	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$35.00	No
Allocations :		100.00% (\$35.00) 010001920100						
03/19/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking - Hawaii Dental Convention	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$38.00	No
Allocations :		100.00% (\$38.00) 010001920100						
03/16/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Taxi from ADAF Board Mtg to Airport to go to Boston - Sr Dental			Chicago	Cash	\$20.00	No
Allocations :		100.00% (\$20.00) 010001920100						
03/12/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Parking - Hawaii Dental Convention	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$35.00	No
Allocations :		100.00% (\$35.00) 010001920100						
03/04/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Sytron Dental Mtg. in California	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$54.00	No
Allocations :		100.00% (\$54.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$5,625.97
Personal Expenses :	\$0.00
Total Amount Claimed :	\$5,625.97
Amount Approved :	\$5,625.97
Company Disbursements	
Amount Due TSM :	\$50.84
Amount Due Company Card :	\$0,565.13
Total Paid By Company :	\$5,625.97
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report

Report Name : CDA, NA EMC, P&G, HSI Mgmt Mtg.

TSM Name : Sullivan, Timothy J

TSM ID : 94081

Report Header

Policy : HSI

Business Purpose : May Travel

Report Id : 89BC7D7A21834E40AE27

Report Date : 06/02/2010

Approval Status : Approved

Currency : US, Dollar

Airfare-6410 Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/18/2010	Airfare-6410	Rebooked flight - credit	AIRTRANA: 3327887001221	AIRTRANA: 3327887001221	Melville	Corporate Card	\$-418.20	No
	Allocations :	100.00% (\$-418.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
05/18/2010	Airfare-6410	Rebooked flight - credit	FRONTIER 4227888058682	FRONTIER 4227888058682	Melville	Corporate Card	\$-374.90	No
	Allocations :	100.00% (\$-374.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
05/18/2010	Airfare-6410	NA EMC, P&G, Job Evaluation Mtgs	MIDWEST E 4537890921281	MIDWEST E 4537890921281	Melville	Corporate Card	\$204.20	No
	Allocations :	100.00% (\$204.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
05/14/2010	Airfare-6410	Return Flight from CDA	FRONTIER 4227888547400	FRONTIER 4227888547400	Melville	Corporate Card	\$188.70	No
	Allocations :	100.00% (\$188.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
05/14/2010	Airfare-6410	Return Flight from CDA	UNITED 0187888547399	UNITED 0187888547399	Melville	Corporate Card	\$188.70	No
	Allocations :	100.00% (\$188.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
06/02/2010	Airfare-6410				Chicago		\$175.00	No

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Rebooked AMERICAN AMERICAN Corporate
 Flight to 0010611724878 0010611724878 Card
 CEA
 Allocations : 100.00% (\$175.00) 010001920100
 Attendees : Sullivan, Timothy, This TSM

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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06/02/2010	Business Meals-6420 (Multiple TSM's only)	Business Discussion Lunch Meeting	SINGHA THAI RESTAURANT	SINGHA THAI RESTAURANT	West Allis	Corporate Card	\$34.38	No
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Allocations : 100.00% (\$34.38) 010001920100
 Attendees : Sullivan, Timothy, This TSM
 Steck, Dave, TSM
 Watson, Brian, VP Strategic & Bus Planning, HSI, TSM

05/11/2010	Business Meals-6420 (Multiple TSM's only)	Entertain Recruit - Marty Schayowitz	FLEMINGS #5802	FLEMINGS #5802	Brookfield	Corporate Card	\$142.92	No
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Allocations : 100.00% (\$142.92) 010001920100
 Attendees : Sullivan, Timothy, This TSM
 Schayowitz, Marty, FSO, Benco, Business Guest

Dues/Subscriptions-5450

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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05/07/2010	Dues/Subscriptions-5450	Daily e-mail quotes	THE WALK THE TALK COMP	THE WALK THE TALK COMP	Milwaukee	Corporate Card	\$17.59	No
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Allocations : 100.00% (\$17.59) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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05/27/2010	Hotel-6425	Meetings in Melville	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$395.37	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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05/26/2010	Hotel Tax-6425	Meetings in Melville	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$18.48	No
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Allocations : 100.00% (\$18.48) 010001920100

05/25/2010	Hotel Tax-6425	Meetings in Melville	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$18.48	No
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Allocations : 100.00% (\$18.48) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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05/26/2010	Hotel-6425	Meetings in Melville	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$159.00	No
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Allocations : 100.00% (\$159.00) 010001920100

05/25/2010	Hotel-6425	Meetings in Melville	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$159.00	No
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
Allocations : 100.00% (\$159.00) 010001920100 Meals Self-6420 (Breakfast/Lunch/Dinner)								
05/29/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Meetings in Melville	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$40.41	No
Allocations : 100.00% (\$40.41) 010001920100 Hotel-6425								
05/13/2010	Hotel-6425	Attend CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$447.89	No
Hotel Tax-6425								
05/14/2010	Hotel Tax-6425	Attend CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$28.58	No
Allocations : 100.00% (\$28.58) 010001920100 05/13/2010 Hotel Tax-6425 Attend CDA MARRIOTT 33764 ANAHEIM MARRIOTT 33764 ANAHEIM Anaheim Corporate Card \$28.58 No Allocations : 100.00% (\$28.58) 010001920100 Hotel-6425								
05/14/2010	Hotel-6425	Attend CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$179.00	No
Allocations : 100.00% (\$179.00) 010001920100 05/13/2010 Hotel-6425 Attend CDA MARRIOTT 33764 ANAHEIM MARRIOTT 33764 ANAHEIM Anaheim Corporate Card \$179.00 No Allocations : 100.00% (\$179.00) 010001920100 Meals Self-6420 (Breakfast/Lunch/Dinner)								
05/14/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$32.73	No
Allocations : 100.00% (\$32.73) 010001920100 05/28/2010 Meals Self-6420 (Breakfast/Lunch/Dinner) NA EMC, P&G, Job Exp Mtg BCG@FIGS QPS BCG@FIGS QPS Flushing Corporate Card \$28.99 No Allocations : 100.00% (\$28.99) 010001920100 Exceptions : You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy. 05/19/2010 Meals Self-6420 (Breakfast/Lunch/Dinner) CDA MARRIOTT 33764 ANAHEIM MARRIOTT 33764 ANAHEIM Anaheim Corporate Card \$2.50 No Allocations : 100.00% (\$2.50) 010001920100 05/19/2010 Meals Self-6420 (Breakfast/Lunch/Dinner) CDA - Meal between DNC THS-DENVER INTL A DNC THS-DENVER INTL A Denver Corporate Card \$21.22 No								

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
		flights in Denver						
		Allocations :	100.00%	(\$21.22)	010001920100			
05/14/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	CDA	MCDONALD'S F15753 Q17	MCDONALD'S F15753 Q17	Los Angeles	Corporate Card	\$7.89	No
		Allocations :	100.00%	(\$7.89)	010001920100			
05/12/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	CDA	MACARONI GRILL20258406	MACARONI GRILL20258406	Chicago	Corporate Card	\$13.96	No
		Allocations :	100.00%	(\$13.96)	010001920100			
Taxi/Rail/Ferry/Parking/Limo-6449								
05/14/2010	Taxi/Rail/Ferry/Parking/Limo-6449	CDA - Airport Parking in MKE	GENERAL INTL AIRQ44	GENERAL INTL AIRQ44	Milwaukee	Corporate Card	\$66.00	No
		Allocations :	100.00%	(\$66.00)	010001920100			
05/14/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Taxi to O'Hare, flight delayed in MKE	YELLOW CAB OF GOC	YELLOW CAB OF GOC	Anaheim	Corporate Card	\$169.45	No
		Allocations :	100.00%	(\$169.45)	010001920100			
05/12/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Taxi to LA	AIRPORT EXPRESS INC	AIRPORT EXPRESS INC	Oak Creek	Corporate Card	\$220.00	No
		Allocations :	100.00%	(\$220.00)	010001920100			

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$1,529.66
Personal Expenses :	\$0.00
Total Amount Claimed :	\$1,529.66
Amount Approved :	\$1,529.66
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$1,529.66
Total Paid By Company :	\$1,529.66
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : Exec Review, CHAS, ADA, 873Ms

TSM Name : Sullivan, Timothy J
TSM ID : 84081

Report Header
Policy : MS
Business Purpose : Strategic workshop Board Mtg
Report Id : 44F14003B278C4869AFEE
Report Date : 10/26/2010
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/23/2010	Air Travel Fees-Miscellaneous-6410	In flight Wifi	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$9.95	No
Allocations :		100.00% (\$9.95) 010001820100						
10/11/2010	Air Travel Fees-Miscellaneous-6410	In flight Wifi	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$9.95	No
Allocations :		100.00% (\$9.95) 010001820100						
10/22/2010	Air Travel Fees-Miscellaneous-6410	In flight Wifi	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$9.95	No
Allocations :		100.00% (\$9.95) 010001820100						
10/21/2010	Air Travel Fees-Miscellaneous-6410	In flight Wifi	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$9.95	No
Allocations :		100.00% (\$9.95) 010001820100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/21/2010	Airfare-6410	Baggage Fee	DELTA 008281380008	DELTA 008281380008	Atlanta	Corporate Card	\$23.00	No
Allocations :		100.00% (\$23.00) 010001820100						
Attendees :		Sullivan, Timothy, This TSM						
10/21/2010	Airfare-6410	Midwest Premier Best Class Club Membership	MIDWEST E 453000000000	MIDWEST E 453000000000	Milwaukee	Corporate Card	\$150.00	No
Allocations :		100.00% (\$150.00) 010001820100						
Attendees :		Sullivan, Timothy, This TSM						
10/20/2010	Airfare-6410	Baggage Fee	DELTA 046291342003	DELTA 046291342003	Birmingham	Corporate Card	\$23.00	No
Allocations :		100.00% (\$23.00) 010001820100						
Attendees :		Sullivan, Timothy, This TSM						
10/19/2010	Airfare-6410	Strategic Workshop	DELTA 068282900400	DELTA 068282900400	Meride	Corporate Card	\$75.00	No
Allocations :		100.00% (\$75.00) 010001820100						
Attendees :		Sullivan, Timothy, This TSM						
10/18/2010	Airfare-6410	NYC Exec Session in NY - Retracted	FRONTIER 422702845074	FRONTIER 422702845074	Meride	Corporate Card	\$180.70	No
Allocations :		100.00% (\$180.70) 010001820100						
Attendees :		Sullivan, Timothy, This TSM						
10/15/2010	Airfare-6410	Flight Cancellation	AIRTRAVEL 8127803404704	AIRTRAVEL 8127803404704	Meride	Corporate Card	\$405.70	No

	Allocations :	100.00% (\$409.70) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
10/05/2010	Airfare-6410	ADA AIRTRANA# 5327925300470	AIRTRANA# 5327925300470	Melville	Corporate Card	\$409.70	No	
	Allocations :	100.00% (\$409.70) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
10/05/2010	Airfare-6410	Strategic Programmington & Adams DSM DELTA 0007905150042	DELTA 1007905150042	Melville	Corporate Card	\$407.38	No	
	Allocations :	100.00% (\$407.38) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
10/05/2010	Airfare-6410	DTA - Tim USAIRWAY 0077925300445	USAIRWAY 0077925300445	Melville	Corporate Card	\$128.90	No	
	Allocations :	100.00% (\$128.90) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
10/05/2010	Airfare-6410	DTA - Kay USAIRWAY 0077925300446	USAIRWAY 0077925300446	Melville	Corporate Card	\$128.90	No	
	Allocations :	100.00% (\$128.90) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
10/05/2010	Airfare-6410	DTA Return - Tim AMERICAN 0017925300443	AMERICAN 0017925300443	Melville	Corporate Card	\$162.52	No	
	Allocations :	100.00% (\$162.52) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
10/05/2010	Airfare-6410	DTA Return - Kay AMERICAN 0017925300444	AMERICAN 0017925300444	Melville	Corporate Card	\$162.52	No	
	Allocations :	100.00% (\$162.52) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
08/30/2010	Airfare-6410	HSD Exec Review in NY MIDWEST E 4517925300435	MIDWEST E 4517925300435	Melville	Corporate Card	\$145.41	No	
	Allocations :	100.00% (\$145.41) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
08/25/2010	Airfare-6410	CHASE - Release Fee AIRTRANA# 0027925300436	AIRTRANA# 0027925300436	Melville	Corporate Card	\$958.00	No	
	Allocations :	100.00% (\$958.00) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
08/20/2010	Airfare-6410	Flight Cancellation AIRTRANA# 0027925300438	AIRTRANA# 0027925300438	Melville	Corporate Card	\$,617.90	No	
	Allocations :	100.00% (\$,617.90) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/24/2010	Airfare-6410	ADA - Rebooked SOUTHWEST 5200127101118	SOUTHWEST 5200127101118	Milwaukee	Corporate Card	\$354.20	No	
	Allocations :	100.00% (\$354.20) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/24/2010	Airfare-6410	ADA - Early Bird Checkin SOUTHWEST 0050840154708	SOUTHWEST 0050840154708	Dallas	Corporate Card	\$19.00	No	
	Allocations :	100.00% (\$19.00) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/23/2010	Airfare-6410	ADA AIRTRANA# 0027925300434	AIRTRANA# 0027925300434	Melville	Corporate Card	\$177.60	No	
	Allocations :	100.00% (\$177.60) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/23/2010	Airfare-6410	Flight Cancellation & Fully Rebooked AIRTRANA# 0027925300435	AIRTRANA# 0027925300435	Melville	Corporate Card	\$0.17.60	No	
	Allocations :	100.00% (\$0.17.60) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/22/2010	Airfare-6410	HSD Exec Review in NY MIDWEST E 4517925300430	MIDWEST E 4517925300430	Melville	Corporate Card	\$16.93	No	
	Allocations :	100.00% (\$16.93) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/21/2010	Airfare-6410	HSD Exec Review in NY AIRTRANA# 0027925300440	AIRTRANA# 0027925300440	Melville	Corporate Card	\$148.75	No	
	Allocations :	100.00% (\$148.75) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/21/2010	Airfare-6410	to NY for Strategic Ping AIRTRANA# 0027925300437	AIRTRANA# 0027925300437	Melville	Corporate Card	\$70.20	No	
	Allocations :	100.00% (\$70.20) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/21/2010	Airfare-6410	CHASE AIRTRANA# 0027925300441	AIRTRANA# 0027925300441	Melville	Corporate Card	\$105.90	No	
	Allocations :	100.00% (\$105.90) 010001820100						
	Attendees :	Sullivan, Timothy, This TSM						
06/17/2010	Airfare-6410	AIRTRANA# 0027925300441	AIRTRANA# 0027925300441	Melville		\$,156.60	No	

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
		Flight Cancellation				Corporate Card			
	Allocations :	100.00% (\$ 186.00) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
08/21/2010	Airfare-6410	Flight Cancellation	MIDWEST E 407222509509	MIDWEST E 407222509509	Melville	Corporate Card	6,417.00	No	
	Allocations :	100.00% (\$ 6,417.00) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
09/15/2010	Airfare-6410	Baggage Fee	USAIRWAY 0372402878169	USAIRWAY 0372402878169	Melville	Corporate Card	80.00	No	
	Allocations :	100.00% (\$ 80.00) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
Business Meals-6420(Multiple TSM's only)									
10/15/2010	Business Meals-6420 (Multiple TSM's only)	Client Team Dinner in NY	CARLYLE AT THE PALACE	CARLYLE AT THE PALACE	Plainville	Corporate Card	\$440.30	No	
	Allocations :	100.00% (\$440.30) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Esper, Kristen, FSC, TSM Farr, Michael, Director, TSM Kraut, Maurine, TSM McGee, Maurine, TSM Westfall, Patricia, TSM Eggenston, Kim, TSM Cowan, Todd, TSM Kennedy, Scott, TSM Merkle, David, TSM							
10/05/2010	Business Meals-6420 (Multiple TSM's only)	Welcome Party	LEE JOHN'S CATERING	LEE JOHN'S CATERING	Waukesha	Corporate Card	5721.80	No	
	Allocations :	100.00% (\$721.80) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Hubbs, Dan, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, MCO, TSM Stark, Dave, TSM Stark, Cynthia, Spouse Watson, Brian, VP Strategic & Bus Planning, M&I, TSM Rosen, Ross, TSM Pfeilbauer, Jim, Director M&I Demand Sales Leader, TSM Christman, John, VP Leadership & Development, TSM Nightingale, Steve, Manager, TSM Anderson, Kevin, VP - Special Projects, TSM Purn, Michael, Director, TSM Caversetti, Jim, Director, TSM Sullivan, Kay, Spouse Caversetti, Kelly, Spouse Aubert, Barbara, Spouse Chatham, Barbara, Spouse Dobson, Sarah, Spouse Holtz, Tracy, Spouse Meadows, Jerry, Spouse Aubert, Barbara, Spouse Rosen, Cynthia, Spouse Whelan, Kim, Spouse							
08/27/2010	Business Meals-6420 (Multiple TSM's only)	AZ Trip - Meal in flight	MR. BOB A BARTOLOTT	MR. BOB A BARTOLOTT	Scottsdale	Corporate Card	\$15.81	No	
	Allocations :	100.00% (\$15.81) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Hubbs, Dan, VP Equipment & Service, TSM Watson, Brian, VP Strategic & Bus Planning, M&I, TSM							
08/19/2010	Business Meals-6420 (Multiple TSM's only)	Amelia EDM Dinner	FOUR PEAKS BREWING CO	FOUR PEAKS BREWING CO	Tampa	Corporate Card	5831.00	No	
	Allocations :	100.00% (\$831.00) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM See Attendee List, TSM							
06/18/2010	Business Meals-6420 (Multiple TSM's only)	NY&Z Trip	CHICK-FIL-A #016103085	CHICK-FIL-A #016103085	Scottsdale	Corporate Card	915.62	No	
	Allocations :	100.00% (\$15.62) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Powell, Kim, FSC, TSM							
09/18/2010	Business Meals-6420 (Multiple TSM's only)	NY&Z Trip	STARBUCKS USA 007500P	STARBUCKS USA 007500P	Scottsdale	Corporate Card	87.90	No	
	Allocations :	100.00% (\$7.90) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Howell, Kim, FSC, TSM							
08/15/2010	Business Meals-6420 (Multiple TSM's only)	NY&Z Trip	STARBUCKS USA 006750P	STARBUCKS USA 006750P	Melville	Corporate Card	\$6.47	No	
	Allocations :	100.00% (\$6.47) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Powell, Kim, FSC, TSM							

Donations-6210

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/01/2010	Donations-6420	Fundraiser for FIC Mary D'Arbore	PAYPAL FOUNDATIONS	PAYPAL FOUNDATIONS	Milwaukee	Corporate Card	\$1,000.00	No
Allocations :		100.00% (\$1,000.00) 010001900100						
Exceptions :		Copies of receipts must be forwarded to Accounts Payable						
Hotel-6425								
10/19/2010	Hotel-6425	Attend Exec Review	ROSEN HOTEL & CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$91.42	No
Hotel Tax-6425								
10/06/2010	Hotel Tax-6425	Attend Exec Review	ROSEN HOTEL & CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$50.87	No
Allocations :		100.00% (\$50.87) 010001900100						
10/07/2010	Hotel Tax-6425	Attend Exec Review	ROSEN HOTEL & CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$50.87	No
Allocations :		100.00% (\$50.87) 010001900100						
Hotel-6425								
10/05/2010	Hotel-6425	Attend Exec Review	ROSEN HOTELS CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$,800.00	No
Allocations :		100.00% (\$,800.00) 010001900100						
10/08/2010	Hotel-6425	Attend Exec Review	ROSEN HOTELS CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$,200.00	No
Allocations :		100.00% (\$,200.00) 010001900100						
10/07/2010	Hotel-6425	Attend Exec Review	ROSEN HOTELS CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$,225.00	No
Allocations :		100.00% (\$,225.00) 010001900100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
10/10/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Exec Review	ROSEN HOTELS CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$110.01	No
Allocations :		100.00% (\$110.00) 010001900100						
10/08/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Exec Review	ROSEN HOTELS CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$16.88	No
Allocations :		100.00% (\$16.88) 010001900100						
10/07/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Exec Review	ROSEN HOTELS CENTRE	ROSEN HOTELS CENTRE	Orlando	Corporate Card	\$53.04	No
Allocations :		100.00% (\$53.04) 010001900100						
Hotel-6425								
09/16/2010	Hotel-6425	Attend Exec Review	MARRIOTT HOTELS MELVA	MARRIOTT HOTELS MELVA	Melville	Corporate Card	\$,018.28	No
Hotel Tax-6425								
09/15/2010	Hotel Tax-6425	Attend Exec Review	MARRIOTT HOTELS MELVA	MARRIOTT HOTELS MELVA	Melville	Corporate Card	\$51.04	No
Allocations :		100.00% (\$51.04) 010001900100						
Hotel-6425								
09/13/2010	Hotel-6425	Attend Exec Review	MARRIOTT HOTELS MELVA	MARRIOTT HOTELS MELVA	Melville	Corporate Card	\$149.00	No
Allocations :		100.00% (\$149.00) 010001900100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)

08/19/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	Airport Exec Review	MARSHOY HOTEL S MELVE	MARRIOTT HOTEL S MELVE	Melville	Corporate Card	537.80	No
Allocations :		100.00% (537.80) 010001920100						
Exceptions :		You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
09/18/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	NYRAZ Trip	QUINN'S MKE 2860473	QUINN'S MKE 2860473	Milwaukee	Corporate Card	819.85	No
Allocations :		100.00% (819.85) 010001920100						
09/14/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	ESD Exec Review	LAGUARDIA/AFOS CAPE RE	LAGUARDIA/AFOS CAPE RE	Farming	Corporate Card	810.50	No
Allocations :		100.00% (810.50) 010001920100						
10/02/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	ISM Training in NY	MFE NONNAS RES15311204	MFE NONNAS RES15311204	Milwaukee	Corporate Card	816.46	No
Allocations :		100.00% (816.46) 010001920100						
10/11/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	AGA	OTY MCO VENTURE II,LL	OTY MCO VENTURE II,LL	Jamaica	Corporate Card	85.05	No
Allocations :		100.00% (85.05) 010001920100						
10/02/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	AGA	ROSEH CENTRE FOODSERV	ROSEH CENTRE FOODSERV	Orem	Corporate Card	92.30	No
Allocations :		100.00% (92.30) 010001920100						
10/02/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	Flight is cancelled & fully refunded	LCMAIRPORTRESTAURANTS	LCMAIRPORTRESTAURANTS	Jamaica	Corporate Card	80.22	No
Allocations :		100.00% (80.22) 010001920100						
09/30/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	Board Meeting	MKE ALTERRA CO19039098	MKE ALTERRA CO19039098	Milwaukee	Corporate Card	82.11	No
Allocations :		100.00% (82.11) 010001920100						
09/17/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	AZ Trip	52 FIRST HOLERS00000000	52 FIRST HOLERS00000000	Phoenix	Corporate Card	818.19	No
Allocations :		100.00% (818.19) 010001920100						
09/16/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	AZ Trip - Meal in flight	INFLIGHT US AIRWAYS	INFLIGHT US AIRWAYS	Phoenix	Corporate Card	810.00	No
Allocations :		100.00% (810.00) 010001920100						
09/13/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	Special Board Meeting	YY STARBUCKS J10411049	YY STARBUCKS J10411049	Jamaica	Corporate Card	87.09	No
Allocations :		100.00% (87.09) 010001920100						
Exceptions :		You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
09/15/2018	Meals Self-6420 (Breakfast/Lunch/Dinner)	Meal in Flight - NYRAZ Trip	INFLIGHT US AIRWAYS	INFLIGHT US AIRWAYS	Phoenix	Corporate Card	87.00	No
Allocations :		100.00% (87.00) 010001920100						
Exceptions :		You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						

Meetings/Conventions-7310

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/01/2018	Meetings/Conventions-7310	Toy Saver OTA Registration	DENTAL TRADE ALLIANCE	DENTAL TRADE ALLIANCE	Arlington	Corporate Card	540.00	No
Allocations :		100.00% (540.00) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2018	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking for Board - Birmingham and Atlanta	GENERAL INTL AIRC44	GENERAL INTL AIRC44	Milwaukee	Corporate Card	104.00	No
Allocations :		100.00% (104.00) 010001920100						
10/14/2018	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking for Exec Review	GENERAL INTL AIRC44	GENERAL INTL AIRC44	Milwaukee	Corporate Card	890.00	No
Allocations :		100.00% (890.00) 010001920100						
10/10/2018	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking for AGA	GENERAL INTL AIRC44	GENERAL INTL AIRC44	Milwaukee	Corporate Card	808.00	No
Allocations :		100.00% (808.00) 010001920100						
10/01/2018	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking for CHAS M	GENERAL INTL AIRC44	GENERAL INTL AIRC44	Milwaukee	Corporate Card	844.00	No
Allocations :		100.00% (844.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	87,237.87
Personal Expenses :	50.00
Total Amount Claimed :	87,237.87
Amount Approved :	87,237.87
Company Disbursements	
Amount Due TSM :	50.00
Amount Due Company Card :	37,237.87
Total Paid By Company :	87,237.87
TSM Disbursements	
Amount Due Company :	50.00
Amount Due Company Card From TSM :	50.00
Total Paid By TSM :	50.00

Expense Report
 Report Name : BOMs/DTA/Kevin Vasquez/HSI City

TSM Name : Sullivan, Timothy J
 TSM ID : 94081

Report Header
 Policy : HSI
 Business Purpose : BOMs: 4 Meville, Atlanta, Birmingham, Columbus
 Report ID : 876B357C4BE94E57A358
 Report Date : 11/19/2010
 Approval Status : Approved
 Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/12/2010	Air Travel Fees-Miscellaneous-6410	Ever Review	AIRCELL15000 INFLIGHT	AIRCELL15000 INFLIGHT	Meville	Corporate Card	\$8.95	No
	Allocations :	100.00% (\$8.95) 010001000100						
11/10/2010	Air Travel Fees-Miscellaneous-6410	HSI Mgmt & Roundtables	AIRCELL15000 INFLIGHT	AIRCELL15000 INFLIGHT	Meville	Corporate Card	\$8.95	No
	Allocations :	100.00% (\$8.95) 010001000100						
11/10/2010	Air Travel Fees-Miscellaneous-6410	HSI City & Roundtables	AIRTRANA13320086847501	AIRTRANA13320086847501	Atlanta	Corporate Card	\$14.00	No
	Allocations :	100.00% (\$14.00) 010001000100						
11/09/2010	Air Travel Fees-Miscellaneous-6410	HSI City & Roundtables	AIRTRANA13320086780234	AIRTRANA13320086780234	Atlanta	Corporate Card	\$14.00	No
	Allocations :	100.00% (\$14.00) 010001000100						
11/08/2010	Air Travel Fees-Miscellaneous-6410	DTA	AIRCELL15000 INFLIGHT	AIRCELL15000 INFLIGHT	Palm Springs	Corporate Card	\$12.98	No
	Allocations :	100.00% (\$12.98) 010001000100						
11/05/2010	Air Travel Fees-Miscellaneous-6410	DTA	AIRTRANA13320086827512	AIRTRANA13320086827512	Atlanta	Corporate Card	\$12.01	No
	Allocations :	100.00% (\$12.01) 010001000100						
10/14/2010	Air Travel Fees-Miscellaneous-6410	Bank Review	AIRTRANA13320086538520	AIRTRANA13320086538520	Meville	Corporate Card	\$8.80	No
	Allocations :	100.00% (\$8.80) 010001000100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/04/2010	Airfare-6410	DTA - Ever Plus	AIRTRANA13320086404505	AIRTRANA13320086404505	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001000100						
	Attendees :	Sullivan, Timothy, This TSM						
11/04/2010	Airfare-6410	DTA	AIRTRANA13327801027191	AIRTRANA13327801027191	Meville	Corporate Card	\$389.29	No
	Allocations :	100.00% (\$389.29) 010001000100						
	Attendees :	Sullivan, Timothy, This TSM						
11/01/2010	Airfare-6410	Private BOM & Executive Study Club	AIRTRANA13327801027191	AIRTRANA13327801027191	Meville	Corporate Card	\$200.90	No
	Allocations :	100.00% (\$200.90) 010001000100						
	Attendees :	Sullivan, Timothy, This TSM						

11/11/2010	Airfare-6410	Upgrade Big to DTA	USAIRWAY 0172406542644	USAIRWAY 0172406542644	Pittsburgh	Corporate Card	\$150.00	No
	Allocations :	100.00% (\$150.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/19/2010	Airfare-6410	DOM's - Seat Upgrade	DELTA0000000000000227544754	DELTA0000000000000227544754	Melville	Corporate Card	\$25.00	No
	Allocations :	100.00% (\$25.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/11/2010	Airfare-6410	Columbus BDM & Kevin Masquez Mg	FRONTIER 4027927528528	FRONTIER 4027927528528	Melville	Corporate Card	\$412.00	No
	Allocations :	100.00% (\$412.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
09/26/2010	Airfare-6410	AGA - Orlando	AIRTRANA 0527922434756	AIRTRANA 0527922434756	Melville	Corporate Card	\$409.70	No
	Allocations :	100.00% (\$409.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
09/21/2010	Airfare-6410	AGA - Flight Change	MINWEST E 4517922434756	MINWEST E 4517922434756	Melville	Corporate Card	\$177.05	No
	Allocations :	100.00% (\$177.05) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/11/2010	Business Meals-6420 (Multiple TSM's only)	Lunch Meeting Roundtable	SUBURBAN HAYS	SUBURBAN HAYS	Melville	Corporate Card	\$218.00	No
	Allocations :	100.00% (\$218.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM See Attendee List, TSM						
11/04/2010	Business Meals-6420 (Multiple TSM's only)	GC America Mtg	NY CLUB	NY CLUB	Plain Springs	Corporate Card	\$04.78	No
	Allocations :	100.00% (\$04.78) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Porteous, Paul, President, Oak Dental, Business Guest Ivers, Dan, President, Sybron Dental, Business Guest King, Al, President, Provenchry, Business Guest Beauchamp, Mike, VP, Sybron Dental, Business Guest Lowe, Perry, VP, Aava Dental, Business Guest Peters, John, GC America, Pyrites, Business Guest						
10/20/2010	Business Meals-6420 (Multiple TSM's only)	Columbus BDM	SMITH & WOLLEBORN 1036	SMITH & WOLLEBORN 1036	Columbus	Corporate Card	\$11.81	No
	Allocations :	100.00% (\$11.81) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM						
10/27/2010	Business Meals-6420 (Multiple TSM's only)	FFD Meeting	STARBUCKS USA 00624707	STARBUCKS USA 00624707	Westville	Corporate Card	\$32.84	No
	Allocations :	100.00% (\$32.84) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Stack, Dave, TSM Rush, Rick, TSM Shanahan, Kate, F&C, TSM						
10/09/2010	Business Meals-6420 (Multiple TSM's only)	Change	HANSTEADT DELL	HANSTEADT DELL	Franklin	Corporate Card	\$094.64	No
	Allocations :	100.00% (\$94.64) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM See Attendee List, TSM						
10/22/2010	Business Meals-6420 (Multiple TSM's only)	Atlanta BDM	ICI FRIDAY'S 81936	ICI FRIDAY'S 81936	Atlanta	Corporate Card	\$04.60	No
	Allocations :	100.00% (\$4.60) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM						
10/02/2010	Business Meals-6420 (Multiple TSM's only)	Atlanta BDM	ICI 47029	ICI 47029	Greenville	Corporate Card	\$77.40	No
	Allocations :	100.00% (\$77.40) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Oskins, Bill, F&C, TSM Angeles, Mark, Consultant, Vaux Ltd HR, Business Guest Thorne, Stanley, Doctor, Ochsoneko Dental, Business Guest Parker, Bruce, Doctor, Provenchry Dental, Business Guest Wenzel, Ronald, Doctor, Vaux Dental, Business Guest						
10/22/2010	Business Meals-6420 (Multiple TSM's only)	Bill Doherty Buddy Clark	SEATTLE'S BEST COFFEE	SEATTLE'S BEST COFFEE	Atlanta	Corporate Card	\$8.50	No

	Allocations :	100.00% (\$8,881.00) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM
10/11/2010	Business Meals-6420 (Multiple TSM's only)	Atlanta BDM FOOD COURT BRM00110207 FOOD COURT BRM00110207 Birmingham Corporate Card \$9.76 No
	Allocations :	100.00% (\$9.76) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM
10/21/2010	Business Meals-6420 (Multiple TSM's only)	Atlanta BDM SALT FACTORY PUB SALT FACTORY PUB Roswell Corporate Card \$164.30 No
	Allocations :	100.00% (\$164.30) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM See, Attendee List, TSM
10/20/2010	Business Meals-6420 (Multiple TSM's only)	Birmingham BDM STARBUCKS USA 00020641 STARBUCKS USA 00020641 Hoover Corporate Card \$0.27 No
	Allocations :	100.00% (\$0.27) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM
10/20/2010	Business Meals-6420 (Multiple TSM's only)	Birmingham BDM FIREBIRDS FIREBIRDS Hoover Corporate Card \$1,440.57 No
	Allocations :	100.00% (\$1,440.57) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM See, Attendee List, TSM
10/25/2010	Business Meals-6400 (Multiple TSM's only)	Atlanta Planning LAGUARDIA USA, LLC LAGUARDIA USA, LLC Philadelphia Corporate Card \$08.12 No
	Allocations :	100.00% (\$8.12) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Stuck, Drew, TSM Watson, Brian, VP Strategic & Bus Planning, HSD, TSM Cochran, John, VP Leadership & Development, TSM
10/10/2010	Business Meals-6400 (Multiple TSM's only)	GD America Mgt ROSEN CENTRE FOODSERV ROSEN CENTRE FOODSERV Orlando Corporate Card \$179.11 No
	Allocations :	100.00% (\$179.11) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Jim, Bhaskar, President, TSM Burgman, Stanley, CFO, TSM Ertan, Yelena, President & COO, GD America, Business Guest O'Neal, John, VP Sales & Marketing, GD America, Business Guest
09/17/2010	Business Meals-6420 (Multiple TSM's only)	Phoenix BDM & Jim Philhower Sierra THE PHOENICIAN RESORT THE PHOENICIAN RESORT Scottsdale Corporate Card \$36.09 No
	Allocations :	100.00% (\$36.09) 010001020100
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM

Car Rental/Rental Gas-6447

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/22/2010	Car Rental/Rental Gas-6447	Lunch Marketing Roundtable	AVIS RENT A CAR, I	AVIS RENT A CAR I	College Park	Corporate Card	\$185.14	No
	Allocations :	100.00% (\$185.14) 010001020100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/12/2010	Hotel-6425	HSE Mgmt & Roundtable	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$450.78	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/10/2010	Hotel Tax-6425	HSE Mgmt & Roundtable	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$18.48	No
	Allocations :	100.00% (\$18.48) 010001020100						
11/09/2010	Hotel Tax-6425	HSE Mgmt & Roundtable	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$18.88	No
	Allocations :	100.00% (\$18.88) 010001020100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/10/2010	Hotel-6425		MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville		\$107.60	No

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
	Hotel-6425	HSE Mgmt & Roundtables	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$108.10	No
	Allocations :	100.00% (\$139.00) 0110201920100						
	Hotel-6425	HSE Mgmt & Roundtables	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$12.88	No
	Allocations :	100.00% (\$12.88) 0110201920100						
	Meals Self-6425 (Breakfast/Lunch/Dinner)	HSE Mgmt & Roundtables	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$28.07	No
	Allocations :	101.00% (\$28.07) 0110201920100						
	Meals Self-6425 (Breakfast/Lunch/Dinner)	HSE Mgmt & Roundtables	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$40.80	No
	Allocations :	100.00% (\$40.80) 0110201920100						
	Meals Self-6425 (Breakfast/Lunch/Dinner)	HSE Mgmt & Roundtables	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$28.90	No
	Allocations :	100.00% (\$28.90) 0110201920100						
	Hotel-6425	Columbus Room	MARRIOTT COLUMBUS AIRP	MARRIOTT COLUMBUS AIRP	Columbus	Corporate Card	\$244.04	No
	Business Meals-6425 (Multiple TSM's only)	Columbus Room	MARRIOTT COLUMBUS AIRP	MARRIOTT COLUMBUS AIRP	Columbus	Corporate Card	\$19.09	No
	Attendees :	100.00% (\$19.09) 0110201920100						
	Attendees :	Elisavet, Timothy, This TSM Present, John, Director - Support & Admin, HSD, TSM						
	Hotel Tax-6425	Columbus Room	MARRIOTT COLUMBUS AIRP	MARRIOTT COLUMBUS AIRP	Columbus	Corporate Card	\$93.89	No
	Allocations :	100.00% (\$93.89) 0110201920100						
	Hotel-6425	Columbus Room	MARRIOTT COLUMBUS AIRP	MARRIOTT COLUMBUS AIRP	Columbus	Corporate Card	\$189.50	No
	Allocations :	100.00% (\$189.50) 0110201920100						
	Hotel-6425	Attend BR Office breakfast Study Club	LA QUINTA INN SNELLVL	LA QUINTA INN SNELLVL	Snellville	Corporate Card	\$94.04	No
	Hotel Tax-6425	Attend BR Office breakfast Study Club	LA QUINTA INN SNELLVL	LA QUINTA INN SNELLVL	Snellville	Corporate Card	\$8.90	No
	Allocations :	100.00% (\$8.90) 0110201920100						
	Hotel-6425							

10/21/2010	Hotel-6425	Atlanta BDM	EMBASSY SUITES BIRMIN	EMBASSY SUITES BIRMIN	Hoover	Corporate Card	\$64.98	No	
Allocations :		100.00% (\$64.98) 010001820100							
10/21/2010	Hotel-6425	Atlanta BDM	EMBASSY SUITES BIRMIN	EMBASSY SUITES BIRMIN	Hoover	Corporate Card	\$418.12	No	
Hotel Tax-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
10/20/2010	Hotel Tax-6425	Atlanta BDM	EMBASSY SUITES BIRMIN	EMBASSY SUITES BIRMIN	Hoover	Corporate Card	\$25.06	No	
Allocations :		100.00% (\$25.06) 010001820100							
10/19/2010	Hotel Tax-6425	Atlanta BDM	EMBASSY SUITES BIRMIN	EMBASSY SUITES BIRMIN	Hoover	Corporate Card	\$25.06	No	
Allocations :		100.00% (\$25.06) 010001820100							
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
10/20/2010	Hotel-6425	Atlanta BDM	EMBASSY SUITES BIRMIN	EMBASSY SUITES BIRMIN	Hoover	Corporate Card	\$179.00	No	
Allocations :		100.00% (\$179.00) 010001820100							
10/19/2010	Hotel-6425	Atlanta BDM	EMBASSY SUITES BIRMIN	EMBASSY SUITES BIRMIN	Hoover	Corporate Card	\$179.00	No	
Allocations :		100.00% (\$179.00) 010001820100							
Meals Self-6420 (Breakfast/Lunch/Dinner)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
10/21/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Atlanta BDM	EMBASSY SUITES BIRMIN	EMBASSY SUITES BIRMIN	Hoover	Corporate Card	\$19.00	No	
Allocations :		100.00% (\$19.00) 010001820100							
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
09/17/2010	Hotel-6425	Phoenix BDM & Jim Peterson Seminar	THE PHOENICIAN RESORT	THE PHOENICIAN RESORT	Scottsdale	Corporate Card	\$184.00	No	
Business Meals-6420(Multiple TSM's only)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
09/16/2010	Business Meals-6420 (Multiple TSM's only)	Phoenix BDM & Jim Peterson Seminar	THE PHOENICIAN RESORT	THE PHOENICIAN RESORT	Scottsdale	Corporate Card	\$22.50	No	
Allocations :		100.00% (\$22.50) 010001820100							
Attendees :		Shelton, Timothy, TSM Peterson, Jim, Director - Support & Admin, HED, TSM							
Hotel Tax-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
09/16/2010	Hotel Tax-6425	Phoenix BDM & Jim Peterson Seminar	THE PHOENICIAN RESORT	THE PHOENICIAN RESORT	Scottsdale	Corporate Card	\$25.00	No	
Allocations :		100.00% (\$25.00) 010001820100							
09/16/2010	Hotel Tax-6425	Phoenix BDM & Jim Peterson Seminar	THE PHOENICIAN RESORT	THE PHOENICIAN RESORT	Scottsdale	Corporate Card	\$25.00	No	
Allocations :		100.00% (\$25.00) 010001820100							
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
09/17/2010	Hotel-6425	Phoenix BDM & Jim Peterson Seminar	THE PHOENICIAN RESORT	THE PHOENICIAN RESORT	Scottsdale	Corporate Card	\$,289.04	No	

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
		Allocations :	100.00% (\$1,080.00) 010001820100					
08/16/2010	Hotel 8425	Phoenix BSM & Jim Philhower Seminar	THE PHOENICIAN RESORT	THE PHOENICIAN RESORT	Scottsdale	Corporate Card	\$125.00	No
		Allocations :	100.00% (\$146.00) 010001820100					
08/16/2010	Hotel 8425	Phoenix BSM & Jim Philhower Seminar	THE PHOENICIAN RESORT	THE PHOENICIAN RESORT	Scottsdale	Corporate Card	\$146.00	No
		Allocations :	100.00% (\$185.00) 010001820100					
Meals Self-8425 (Breakfast/Lunch/Dinner)								
11/11/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	Meals Per Diem	AIRTRAN AIRWAYS, INC	AIRTRAN AIRWAYS, INC	Merida	Corporate Card	\$5.00	No
		Allocations :	100.00% (\$5.00) 010001820100					
11/05/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	OTA	HYATT HOTELS GRAND CH	HYATT HOTELS GRAND CH	Palm Springs	Corporate Card	\$6.17	No
		Allocations :	100.00% (\$6.17) 010001820100					
11/05/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	GO America Mtg	TS GLADSTONES 30051752	TS GLADSTONES 30051752	Los Angeles	Corporate Card	\$16.24	No
		Allocations :	100.00% (\$16.24) 010001820100					
11/22/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	OTA	MAIN STARBUCKS20001514	MAIN STARBUCKS20001514	Milwaukee	Corporate Card	\$0.16	No
		Allocations :	100.00% (\$0.16) 010001820100					
11/21/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	Strategic Planning Mtg			Merida	Cash	\$2.71	No
		Allocations :	100.00% (\$2.71) 010001820100					
10/29/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	Columbus BSM	MAX & ERMAS CM10588105	MAX & ERMAS CM10588105	Columbus	Corporate Card	\$17.06	No
		Allocations :	100.00% (\$17.06) 010001820100					
10/21/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	Strategic Planning	CHAMPPS 866221	CHAMPPS 866221	Merida	Corporate Card	\$96.45	No
		Allocations :	100.00% (\$96.45) 010001820100					
10/20/2010	Meals Self-8425 (Breakfast/Lunch/Dinner)	Columbus BSM			Columbus	Cash	\$0.21	No
		Allocations :	100.00% (\$0.21) 010001820100					
Taxi/Rail/Ferry/Parking/Limo-8449								
11/05/2010	Taxi/Rail/Ferry/Parking/Limo-8449	OTA	GENERA MIT INTL AIR044	GENERA MIT INTL AIR044	Milwaukee	Corporate Card	\$40.00	No
		Allocations :	100.00% (\$40.00) 010001820100					
10/29/2010	Taxi/Rail/Ferry/Parking/Limo-8449	Airport Parking for Columbus Trip	GENERA MIT INTL AIR044	GENERA MIT INTL AIR044	Milwaukee	Corporate Card	\$38.00	No
		Allocations :	100.00% (\$38.00) 010001820100					

Note: The sum of allocation amounts may not exactly match the expense amounts due to rounding.

Report Total :	\$6,306.79
Personal Expenses :	\$7.00
Total Amount Claimed :	\$6,306.79
Amount Approved :	\$6,306.79
Company Disbursements	
Amount Due TSM :	\$7.00
Amount Due Company Card :	\$6,198.01
Total Paid By Company :	\$6,306.23
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report

Report Name : OHAB/GNY/3M FUNERAL/OFF-SITE MTG

TSM Name : Sullivan, Timothy J.

TSM ID : 94081

Report Header

Policy : HSI

Business Purpose : Misc. Meetings

Report Id : 1DC17C2BF81445D29DDC

Report Date : 12/13/2010

Approval Status : Approved

Currency : US, Dollar

Airfare-6410	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
	12/15/2010	Airfare-6410	Yankee Dental Convention	FRONTIER 4227942305850	FRONTIER 4227942305850	Melville	Corporate Card	\$73.20	No	
		Allocations :	100.00% (\$73.20) 010001920100							
		Attendees :	Sullivan, Timothy, This TSM							
	12/15/2010	Airfare-6410	Strategy Touch Point Mtg.	AIRTRANAI 3327942305852	AIRTRANAI 3327942305852	Melville	Corporate Card	\$89.70	No	
		Allocations :	100.00% (\$89.70) 010001920100							
		Attendees :	Sullivan, Timothy, This TSM							
	12/15/2010	Airfare-6410	Strategy Touch Point Mtg.	USAIRWAY 0377942305851	USAIRWAY 0377942305851	Melville	Corporate Card	\$148.70	No	
		Allocations :	100.00% (\$148.70) 010001920100							
		Attendees :	Sullivan, Timothy, This TSM							
	12/09/2010	Airfare-6410	Attend 3M Funeral - Laver's Gon	DELTA 0067939489945	DELTA 0067939489945	Melville	Corporate Card	\$255.12	No	
		Allocations :	100.00% (\$255.12) 010001920100							
		Attendees :	Sullivan, Timothy, This TSM							
	12/01/2010	Airfare-6410	Oral Upgrade - GNY	AIRTRANAI 3320097939982	AIRTRANAI 3320097939982	Atlanta	Corporate Card	\$48.00	No	
		Allocations :	100.00% (\$48.00) 010001920100							
		Attendees :	Sullivan, Timothy, This TSM							
	12/01/2010	Airfare-6410	GNY - return flight rebooking due to weather	AIRTRANAI 3320097939982	AIRTRANAI 3320097939982	Atlanta	Corporate Card	\$75.00	No	
		Allocations :	100.00% (\$75.00) 010001920100							

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/01/2010	Airfare-6410				Atlanta	Corporate Card	\$25.00	No
	Attendees :	Sullivan, Timothy, This TSM						
	Allocations :	100.00% (\$25.00) 010001920100						
11/30/2010	Airfare-6410				Atlanta	Corporate Card	\$20.00	No
	Attendees :	Sullivan, Timothy, This TSM						
	Allocations :	100.00% (\$20.00) 010001920100						
Business Meals-6420(Multiple TSM's only)								
12/13/2010	Business Meals-6420 (Multiple TSM's only)	Off-site Mtg	Pick & Save	Pick & Save	Milwaukee	Cash	\$80.18	No
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Pampal, Carol, Executive Assistant, HSD, TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Hirsch, Paul, TSM Roxin, Rodi, TSM						
	Allocations :	100.00% (\$80.18) 010001920100						
12/13/2010	Business Meals-6420 (Multiple TSM's only)	Off-Site Mtg - Snacks & Breakfast	Pick & Save	Pick & Save	Milwaukee	Cash	\$45.17	No
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Hirsch, Paul, TSM Chatham, John, VP Leadership & Development, TSM						
	Allocations :	100.00% (\$45.17) 010001920100						
12/07/2010	Business Meals-6420 (Multiple TSM's only)	Lavers - 3M Funeral	NT ROCK	NT ROCK	St Paul	Corporate Card	\$49.88	No
	Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
	Allocations :	100.00% (\$49.88) 010001920100						
12/01/2010	Business Meals-6420 (Multiple TSM's only)	QNY Dinner	FRANKIE AND JOHNNIES	FRANKIE AND JOHNNIES	New York	Corporate Card	\$414.00	No
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
	Allocations :	100.00% (\$414.00) 010001920100						
11/30/2010	Business Meals-6420 (Multiple TSM's only)	QNY Dinner	BLUE FIN	BLUE FIN	New York	Corporate Card	\$593.20	No
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Chatham, John, VP Leadership & Development, TSM Cox, John, VP - US Dental Planning, TSM Norris, George, ZGM, TSM						
	Allocations :	100.00% (\$593.20) 010001920100						
11/30/2010	Business Meals-6420 (Multiple TSM's only)	QNY	EAMONNS BAR & GRILL	EAMONNS BAR & GRILL	New York	Corporate Card	\$91.80	No
	Attendees :	Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Chatham, John, VP Leadership & Development, TSM Cox, John, VP - US Dental Planning, TSM Norris, George, ZGM, TSM						
	Allocations :	100.00% (\$91.80) 010001920100						
11/24/2010	Business Meals-6420 (Multiple TSM's only)	Mtg w/rd Charles Randoep	JACOB JAVITS CO CATER	JACOB JAVITS CO CATER	New York	Corporate Card	\$278.68	No
	Allocations :	100.00% (\$278.68) 010001920100						

Attendees :
 Sullivan, Timothy, This TSM
 Hirsch, Paul, TSM
 Heller, Kristen, F&C, TSM
 Diamond, Kate, F&C, TSM
 Simon, Al, Director Exclusive Products, TSM
 O'Keefe, Jack, RCM, TSM
 Randolph, Charles, Dr., Dental Clinics, Business Guest

Entertainment-Other (non meal)-6416

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/13/2010	Entertainment-Other (non meal)-6416	Welcome Reception	Name of the Game	Name of the Game	Pewaukee	Cash	\$52.51	No
	Allocations :	100.00% (\$52.51) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Steck, Hyndie, Spouse Cavaretta, Kelly, None, None, Spouse Cavaretta, Joe, Director & GM, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM DeMark, John, TSM Philhower, Jim, Director NA Dental Sales Leader, TSM Meadows, Jake, Dir US Career Development, TSM Nightingale, Marcy, Manager, TSM Porro, Michael, Director, TSM DeMark, Sarah, Spouse Hobbs, Tracy, Spouse Meadows, Jenny, Spouse Watson, Kim, Spouse						
12/13/2010	Entertainment-Other (non meal)-6416	Welcome Reception	Avant Garden	Avant Garden	Pewaukee	Cash	\$210.20	No
	Allocations :	100.00% (\$210.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Steck, Hyndie, Spouse Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Rozin, Rodi, TSM DeMark, John, TSM Philhower, Jim, Director NA Dental Sales Leader, TSM Meadows, Jake, Dir US Career Development, TSM Sullivan, Kay, Spouse Ackeret, Kevin, VP - Special Projects, TSM Porro, Michael, Director, TSM Ackeret, Barbara, Spouse DeMark, Sarah, Spouse Hobbs, Tracy, Spouse Meadows, Jenny, Spouse Rozin, Evelyne, Spouse Watson, Kim, Spouse						

11/30/2010	Entertainment-Other (non meal)-6416	GRY	DTA FOUNDATION	DTA FOUNDATION	Arlington	Corporate Card	\$300.00	No
	Allocations :	100.00% (\$300.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Grant, Michael, VP, Pagoda International, Business Guest						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/03/2010	Hotel-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$2,508.80	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/02/2010	Hotel Tax-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$91.27	No
	Allocations :	100.00% (\$91.27) 010001920100						
12/01/2010	Hotel Tax-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$91.27	No
	Allocations :	100.00% (\$91.27) 010001920100						

11/30/2010	Hotel Tax-6425	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$91.27	No
Allocations :		100.00%	(\$91.27) 010001920100					
11/29/2010	Hotel Tax-6425	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$91.27	No
Allocations :		100.00%	(\$91.27) 010001920100					

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/02/2010	Hotel-6425	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$595.00	No
Allocations :		100.00%	(\$595.00) 010001920100					
12/01/2010	Hotel-6425	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$595.00	No
Allocations :		100.00%	(\$595.00) 010001920100					
11/30/2010	Hotel-6425	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$595.00	No
Allocations :		100.00%	(\$595.00) 010001920100					
11/29/2010	Hotel-6425	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$595.00	No
Allocations :		100.00%	(\$595.00) 010001920100					

Internet-6245

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/03/2010	Internet-6245	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$22.08	No
Allocations :		100.00%	(\$22.08) 010001920100					

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/03/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$8.17	No
Allocations :		100.00%	(\$8.17) 010001920100					
11/30/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$11.88	No
Allocations :		100.00%	(\$11.88) 010001920100					
11/29/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$18.29	No
Allocations :		100.00%	(\$18.29) 010001920100					

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2010	Hotel-6425	OHAS	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$435.43	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/30/2010	Hotel Tax-6425	OHAS	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$308.00	No
Allocations :		100.00%	(\$308.00) 010001920100					
09/30/2010	Hotel Tax-6425	OHAS	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$49.07	No
Allocations :		100.00%	(\$49.07) 010001920100					

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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10/01/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	OHAB	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$38.81	No	
Allocations :		100.00% (\$38.81) 010001920100							
09/30/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	OHAB	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$38.75	No	
Allocations :		100.00% (\$38.75) 010001920100							
12/07/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend Funeral - Lavers/3M	GRZYNOS MKE 20804732	GRZYNOS MKE 20804732	Milwaukee	Corporate Card	\$9.32	No	
Allocations :		100.00% (\$9.32) 010001920100							
11/28/2010	Meals Self-6420 (Breakfast/Lunch/Dinner)	QNY	FAMOUS FAMIGLIA QPS	FAMOUS FAMIGLIA QPS	New York	Corporate Card	\$21.40	No	
Allocations :		100.00% (\$21.40) 010001920100							

Miscellaneous-8550

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
12/13/2010	Miscellaneous-8550	Personal	BUTLER INN OF PEWAUKEE	BUTLER INN OF PEWAUKEE	Pewaukee	Corporate Card	\$75.00	Yes	
12/13/2010	Miscellaneous-8550	Yankee Dental Convention	BUTLER INN OF PEWAUKEE	BUTLER INN OF PEWAUKEE	Pewaukee	Corporate Card	\$439.75	No	
Allocations :		100.00% (\$439.75) 010001920100							
12/11/2010	Miscellaneous-8550	For Eric Black, ESS, & California Team	WEST ALLIS CHEESE & SA	WEST ALLIS CHEESE & SA	West Allis	Corporate Card	\$108.89	No	
Allocations :		100.00% (\$108.89) 010001920100							
12/07/2010	Miscellaneous-8550	Attend Funeral - Lavers/3M	SYMPATHY FLORIDO OF 00	SYMPATHY FLORIDO OF 00	Minneapolis	Corporate Card	\$171.64	No	
Allocations :		100.00% (\$171.64) 010001920100							
11/30/2010	Miscellaneous-8550	Book	THE WALK THE TALK-OO	THE WALK THE TALK-OO	Milwaukee	Corporate Card	\$19.34	No	
Allocations :		100.00% (\$19.34) 010001920100							

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
12/07/2010	Taxi/Rail/Ferry/Parking/Limo-6449	Jeff Lavers son's funeral - 3M	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$20.00	No	
Allocations :		100.00% (\$20.00) 010001920100							
12/02/2010	Taxi/Rail/Ferry/Parking/Limo-6449		GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$88.00	No	
Allocations :		100.00% (\$88.00) 010001920100							
12/01/2010	Taxi/Rail/Ferry/Parking/Limo-6449		NYC TAXI MED 7V35 QPS	NYC TAXI MED 7V35 QPS	New York	Corporate Card	\$8.12	No	
Allocations :		100.00% (\$8.12) 010001920100							
11/30/2010	Taxi/Rail/Ferry/Parking/Limo-6449		NYC-TAXI QPS	NYC-TAXI QPS	New York	Corporate Card	\$8.80	No	
Allocations :		100.00% (\$8.80) 010001920100							
11/29/2010	Taxi/Rail/Ferry/Parking/Limo-6449		NYC TAXI MED 9P38 QPS	NYC TAXI MED 9P38 QPS	New York	Corporate Card	\$7.44	No	
Allocations :		100.00% (\$7.44) 010001920100							
11/29/2010	Taxi/Rail/Ferry/Parking/Limo-6449				New York	Cash	\$5.80	No	
Allocations :		100.00% (\$5.80) 010001920100							
11/28/2010	Taxi/Rail/Ferry/Parking/Limo-6449	QNY Dinner	NYC-TAXI QPS	NYC-TAXI QPS	Woodside	Corporate Card	\$7.10	No	
Allocations :		100.00% (\$7.10) 010001920100							

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$7,089.90
Personal Expenses :	\$75.00
Total Amount Claimed :	\$7,005.90
Amount Approved :	\$7,005.90
Company Disbursements	
Amount Due TSM :	\$393.86
Amount Due Company Card :	\$6,612.04
Total Paid By Company :	\$7,005.90
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$75.00
Total Paid By TSM :	\$75.00

Expense Report
Report Name : Yankee/BOD/NA EMC/Strat Plan

TSM Name : Sullivan, Timothy J
TSM ID : 64081

Report Header
Policy : HSI
Business Purpose : Attend meetings
Report Id : 0a286f2a14fd4e1c8c6a
Report Date : 03/24/2011
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/17/2011	Air Travel Fees-Miscellaneous-6410	YAH Usage	AIRCELL100000 INFLIGHT	AIRCELL100000 INFLIGHT	Metairie	Corporate Card	\$9.85	No
	Allocations :	100.00% (\$9.85) 010001920100						
02/18/2011	Air Travel Fees-Miscellaneous-6410	YAH Usage	AIRCELL100000 INFLIGHT	AIRCELL100000 INFLIGHT	Metairie	Corporate Card	\$9.85	No
	Allocations :	100.00% (\$9.85) 010001920100						
02/23/2011	Air Travel Fees-Miscellaneous-6410	Change Seat Fee	AIRTRAN AIRWAYS, INC	AIRTRAN AIRWAYS, INC	Orlando	Corporate Card	\$4.00	No
	Allocations :	100.00% (\$4.00) 010001920100						
01/25/2011	Air Travel Fees-Miscellaneous-6410	YAH Vendor	AIRCELL100000 INFLIGHT	AIRCELL100000 INFLIGHT	Westboro	Corporate Card	\$9.85	No
	Allocations :	100.00% (\$9.85) 010001920100						
Airtels-6410								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/18/2011	Airtel-6410	2 Day NA EMC	AIRTRANA17527057075485	AIRTRANA17527057075485	Metairie	Corporate Card	\$204.70	No
	Allocations :	100.00% (\$204.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/18/2011	Airtel-6410	2 Day NA EMC	AIRTRANA1810111354125	AIRTRANA1810111354125	Atlanta	Corporate Card	\$25.00	No
	Allocations :	100.00% (\$25.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/23/2011	Airtel-6410	BOD Budget Meeting	AIRTRANA1810111448105	AIRTRANA1810111448105	Atlanta	Corporate Card	\$34.00	No
	Allocations :	100.00% (\$34.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/07/2011	Airtel-6410	2-Day NA EMC Mtg	AIRTRANA1827904000785	AIRTRANA1827904000785	Metairie	Corporate Card	\$105.80	No
	Allocations :	100.00% (\$105.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/14/2011	Airtel-6410	BOD Budget & Strat Plan Mtg	AIRTRANA1827904000785	AIRTRANA1827904000785	Metairie	Corporate Card	\$125.20	No
	Allocations :	100.00% (\$125.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

02/04/2011	Airfare-6410	BOJ Budget & Staff Prog Mgmt	FRONTIER 4027953820700	FRONTIER 4027953820710	Meride	Corporate Card	\$120.35	No
Allocations :		100.00% (\$120.35) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
01/26/2011	Airfare-6410	BOJ Budget & Staff Prog Mgmt	FRONTIER 4027953249300	FRONTIER 4027953249300	Meride	Corporate Card	\$120.00	No
Allocations :		100.00% (\$120.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/08/2011	Business Meals-6420 (Multiple TSM's only)	Yentee Dental Convention	CIRELLA'S RESTAURANT	CIRELLA'S RESTAURANT	Meride	Corporate Card	\$24.99	No
Allocations :		100.00% (\$24.99) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Beck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, H&I, TSM O'Neil, John, VP Leadership & Development, TSM Caspero, Mike, Zone CR - Medical, TSM Cassett, Brad, VP CRM Medical, TSM Waldman, Jeff, VP Finance - Medical, TSM						

01/26/2011	Business Meals-6420 (Multiple TSM's only)	Basin FSC Dinner	PAGLIARIC RESTORANTE	PAGLIARIC RESTORANTE	Bozou	Corporate Card	\$1,175.00	No
Allocations :		100.00% (\$1,175.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Blak, Jeff, PM, TSM Ray, Mary, RM, TSM Spang, Paul, FSC, TSM Harris, Helen, FSC, TSM Sullivan, Steve, FSC, TSM Landy, Steve, FSC, TSM Hos, Scott, TSM Cubert, Bruce, FSC, TSM Kasong, Dave, FSC, TSM Culath, Mike, H&I, TSM Soulard, Ted, Dr. T, Business Guest Surdick, Sharon, Mrs, Dental Office, Business Guest						

Quies/Subscriptions-6450

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/25/2011	Quies/Subscriptions-6450	Subscription to Journal Business	JOURNAL PUBL. CO	JOURNAL PUBL. CO	Milwaukee	Corporate Card	\$140.00	No
Allocations :		100.00% (\$140.00) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/17/2011	Hotel-6425	NA EMC 2-day Meeting	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Meride	Corporate Card	\$354.28	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/16/2011	Hotel Tax-6425	NA EMC 2-day Meeting	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Meride	Corporate Card	\$55.48	No
Allocations :		50.00% (\$55.48) 010001920100						
02/16/2011	Hotel Tax-6425	NA EMC 2-day Meeting	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Meride	Corporate Card	\$55.48	No
Allocations :		100.00% (\$55.48) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/16/2011	Hotel-6425	NA EMC 2-day Meeting	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Meride	Corporate Card	\$159.00	No
Allocations :		100.00% (\$159.00) 010001920100						
02/14/2011	Hotel-6425		INN AT FOX HOLLOW	INN AT FOX HOLLOW	Meride	Corporate Card	\$159.00	No

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
		NA BMC 2-day Meeting						
	Hotel-6425		100.00% (\$148.00) 010001920100					
02/11/2011	Hotel-6425	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$642.00	No
	Hotel Tax-6425							
02/25/2011	Hotel Tax-6425	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$18.00	No
	Hotel Tax-6425		100.00% (\$18.00) 010001920100					
02/26/2011	Hotel Tax-6425	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$18.00	No
	Hotel Tax-6425		100.00% (\$18.00) 010001920100					
02/27/2011	Hotel Tax-6425	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$18.00	No
	Hotel-6425		100.00% (\$18.00) 010001920100					
02/28/2011	Hotel-6425	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$125.00	No
	Hotel-6425		100.00% (\$125.00) 010001920100					
02/29/2011	Hotel-6425	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$105.00	No
	Hotel-6425		100.00% (\$105.00) 010001920100					
02/27/2011	Hotel-6425	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$105.00	No
	Meals Self-6420 (Breakfast/Lunch/Dinner)		100.00% (\$155.00) 010001920100					
02/11/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	BOD Budget Mgt/Strategy Meetings	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$23.40	No
	Hotel-6425		100.00% (\$21.60) 010001920100					
02/02/2011	Hotel-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$823.17	No
	Hotel Tax-6425							
02/02/2011	Hotel Tax-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$81.58	No
	Hotel Tax-6425		100.00% (\$81.58) 010001920100					
02/02/2011	Hotel Tax-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$81.58	No
	Hotel-6425		100.00% (\$81.58) 010001920100					
02/02/2011	Hotel-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
	Hotel-6425		100.00% (\$400.00) 010001920100					
02/02/2011	Hotel-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
	Hotel-6425		100.00% (\$400.00) 010001920100					

01/29/2011	Hotel-6425	Strategy Touch Point Mtg.	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$124.90	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/27/2011	Hotel Tax-6425	Strategy Touch Point Mtg.	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$18.85	No
		Allocations :	100.00% (\$18.85) 016001620100					
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/27/2011	Hotel-6425	Strategy Touch Point Mtg.	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$158.05	No
		Allocations :	100.00% (\$158.05) 016001620100					
Meals Self-6425 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/27/2011	Meals Self-6425 (Breakfast/Lunch/Dinner)	Strategy Touch Point Mtg.	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$36.88	No
		Allocations :	100.00% (\$36.88) 010091620100					
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/26/2011	Hotel-6425	BDD Budget Meeting	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$180.47	No
Business Meals-6425(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/26/2011	Business Meals-6425 (Multiple TSM's only)	Yankee - Boston FSC/ISS Mtg	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$286.64	No
		Allocations :	100.00% (\$286.64) 016001620100					
		Attendees :	Sullivan, Timothy, TSM Shaw, Jeff, RM, TSM Pope, Marco, RM, TSM Sprang, Paul, FSC, TSM Harris, Brian, FSC, TSM Sullivan, Steve, FSC, TSM Pope, Scott, TSM Coburn, Bruce, FSC, TSM Krauss, David, FSC, TSM Coburn, Mike, ISS, TSM					
01/26/2011	Business Meals-6425 (Multiple TSM's only)	Yankee Dental - Customer Mtg	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$82.64	No
		Allocations :	100.00% (\$82.64) 016001620100					
		Attendees :	Sullivan, Timothy, TSM Shaw, Jeff, RM, TSM Ray, David, RM, TSM Coburn, Mike, ISS, TSM Souders, Ted, Dr. - Business Guest Soupir, Lauren, Mrs. Dental Office, Business Guest					
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/26/2011	Hotel Tax-6425	Yankee Dental	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$14.08	No
		Allocations :	100.00% (\$14.08) 016001620100					
01/26/2011	Hotel Tax-6425	BDD Budget Meeting	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$28.18	No
		Allocations :	100.00% (\$28.18) 016001620100					
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/26/2011	Hotel-6425	BOD Budget Meeting	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$97.80	No
	Allocations :	100.00% (\$97.80) 010001920100						
01/26/2011	Hotel-6425	BOD Budget Meeting	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$195.00	No
	Allocations :	100.00% (\$195.00) 010001920100						

Internet-6445

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/28/2011	Internet-6445	BOD Budget Meeting	WESTIN BOSTON WATERFRONT	WESTIN BOSTON WATERFRONT	Boston	Corporate Card	\$12.88	No
	Allocations :	100.00% (\$12.88) 010001920100						

Meals Self-6426 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/17/2011	Meals Self-6426 (Breakfast/Lunch/Dinner)	2 Day NA BMC Mtg.	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Melville	Corporate Card	\$4.35	No
	Allocations :	100.00% (\$4.35) 010001920100						
02/11/2011	Meals Self-6426 (Breakfast/Lunch/Dinner)	Strategic Plan Mtg.	LGA AIRPORT RESTAURANTS	LGA AIRPORT RESTAURANTS	Jamaica	Corporate Card	\$14.23	No
	Allocations :	100.00% (\$14.23) 010001920100						
02/07/2011	Meals Self-6426 (Breakfast/Lunch/Dinner)	BOD - 3rd Plan Mtg.	AIRTRANA 3200101472703	AIRTRANA 3200101472703	Arlene	Corporate Card	\$8.00	No
	Allocations :	100.00% (\$8.00) 010001920100						
02/07/2011	Meals Self-6426 (Breakfast/Lunch/Dinner)	BOD Budget & Strategic Plan Mtg.	FAMOUS FAMILIES 020003296	FAMOUS FAMILIES 020003296	Milwaukee	Corporate Card	\$7.80	No
	Allocations :	100.00% (\$7.80) 010001920100						
01/28/2011	Meals Self-6426 (Breakfast/Lunch/Dinner)	Yankee Dental Convention	LAGUARDIA ALBERGAIN 79	LAGUARDIA ALBERGAIN 79	New York	Corporate Card	\$3.89	No
	Allocations :	100.00% (\$3.89) 010001920100						
01/26/2011	Meals Self-6426 (Breakfast/Lunch/Dinner)	Yankee Dental Convention	WNE NONNAS RES19311224	WNE NONNAS RES19311224	Milwaukee	Corporate Card	\$18.14	No
	Allocations :	100.00% (\$18.14) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/16/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Adeno Strategic Planning Mtg.	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$50.00	No
	Allocations :	100.00% (\$50.00) 010001920100						
02/15/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Budget & 2 Day NA BMC Mtg.	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$132.00	No
	Allocations :	100.00% (\$132.00) 010001920100						
02/07/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Car Service - Matt Cabot & Jeff Chatham	ACCUTRANS	ACCUTRANS	West Hill	Corporate Card	\$61.56	No
	Allocations :	100.00% (\$61.56) 010001920100						
01/28/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Yankee Dental Convention	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$50.00	No
	Allocations :	100.00% (\$50.00) 010001920100						
01/27/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Yankee Dental Convention	BOS TAXI MED 0267 OPS	BOS TAXI MED 0267 OPS	Boston	Corporate Card	\$14.29	No
	Allocations :	100.00% (\$14.29) 010001920100						
01/27/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Yankee Dental Convention	BOSTON TAXI OPS	BOSTON TAXI OPS	Boston	Corporate Card	\$29.79	No
	Allocations :	100.00% (\$29.79) 010001920100						

Note: The sum of allocation amounts may not exactly equal the expense amount due to rounding.

Report Total :	\$0.813.00
Personal Expenses :	\$0.00
Total Amount Claimed :	\$0.813.00
Amount Approved :	\$0.813.00
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$0.813.00
Total Paid By Company :	\$0.813.00
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report

Report Name : Qlty Global Svcs/CMW/Qlty/Hinman

TSM Name : Sullivan, Timothy J.
TSM ID : 94081

Report Header

Policy : HSI
Business Purpose : Attend various meetings and conventions
Report Id : 73DCC2DC85AF4280AF9C
Report Date : 03/28/2011
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/25/2011	Air Travel Fees-Miscellaneous-6410	Hinman - in flight WFI	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						
03/24/2011	Air Travel Fees-Miscellaneous-6410	Hinman - in flight WFI	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						
03/19/2011	Air Travel Fees-Miscellaneous-6410	Qlty Review - in flight WFI	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$4.95	No
	Allocations :	100.00% (\$4.95) 010001920100						
03/18/2011	Air Travel Fees-Miscellaneous-6410	HSI Qlty Mtg.	AIRTRAN AIRWAYS, INC	AIRTRAN AIRWAYS, INC	Orlando	Corporate Card	\$15.00	No
	Allocations :	100.00% (\$15.00) 010001920100						
03/03/2011	Air Travel Fees-Miscellaneous-6410	Qlty Global Svcs Mtg - in flight WFI	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						
03/02/2011	Air Travel Fees-Miscellaneous-6410	WFI - HSI Qlty Review Flight	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Melville	Corporate Card	\$4.95	No
	Allocations :	100.00% (\$4.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/15/2011	Airfare-6410	Attend Hinman	DELTA 0087985367286	DELTA 0087985367286	Melville	Corporate Card	\$456.90	No
	Allocations :	100.00% (\$456.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

03/02/2011	Airfare-6410	City Global Meeting	AIRTRANA: 3320102787369	AIRTRANA: 3320102787369	Atlanta	Corporate Card	\$14.00	No
	Allocations :	100.00% (\$14.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/01/2011	Airfare-6410	Attend HSE City Rev- flight to NY	FRONTIER 4227960273902	FRONTIER 4227960273902	Melville	Corporate Card	\$90.70	No
	Allocations :	100.00% (\$90.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/01/2011	Airfare-6410	Attend HSE City Review - flight home	AIRTRANA: 3327960273906	AIRTRANA: 3327960273906	Melville	Corporate Card	\$124.70	No
	Allocations :	100.00% (\$124.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/01/2011	Airfare-6410	Attend Hinman - flight home	AIRTRANA: 3320102729525	AIRTRANA: 3320102729525	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/28/2011	Airfare-6410	Attend Hinman	AIRTRANA: 3320102682813	AIRTRANA: 3320102682813	Atlanta	Corporate Card	\$14.00	No
	Allocations :	100.00% (\$14.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/24/2011	Airfare-6410	Attend DISORD Meeting	AIRTRANA: 3327959483599	AIRTRANA: 3327959483599	Melville	Corporate Card	\$217.90	No
	Allocations :	100.00% (\$217.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/24/2011	Airfare-6410	Attend DISORD Meeting	AIRTRANA: 3320102429323	AIRTRANA: 3320102429323	Atlanta	Corporate Card	\$40.00	No
	Allocations :	100.00% (\$40.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/23/2011	Airfare-6410	City Global Meeting	AIRTRANA: 3327956862093	AIRTRANA: 3327956862093	Melville	Corporate Card	\$279.90	No
	Allocations :	100.00% (\$279.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/23/2011	Business Meals-6420 (Multiple TSM's only)	Hinman Zone Dinner	MCCORMICK & SCHMICK'S	MCCORMICK & SCHMICK'S	Atlanta	Corporate Card	\$462.31	No
	Allocations :	100.00% (\$462.31) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Stack, Dave, TSM Jones, Tim, GM, TSM Andrzej, Mark, Consultant, Work Life HR, Business Guest Baker, Russ, RGM, TSM Stack, Ryan, RGM, TSM Hend, Jeff, RGM, TSM						
03/23/2011	Business Meals-6420 (Multiple TSM's only)	Dinner for Steven Raley	MCCORMICK & SCHMICK'S	MCCORMICK & SCHMICK'S	Atlanta	Corporate Card	\$109.05	No
	Allocations :	100.00% (\$109.05) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Raley, Steven, ESS, TSM Raley, Wife, Spouse						
03/16/2011	Business Meals-6420 (Multiple TSM's only)	HSE City Mtg	LAGUARDIA/FIGS CAFE RE	LAGUARDIA/FIGS CAFE RE	Flushing	Corporate Card	\$65.68	No
	Allocations :	100.00% (\$65.68) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Meadows, Jake, Dir US Career Development, TSM Porro, Michael, Director, TSM						
03/17/2011	Business Meals-6420 (Multiple TSM's only)	Meeting with Kerry Sukowicz	PICCOLA VENEZIA RESTAU	PICCOLA VENEZIA RESTAU	Astoria	Corporate Card	\$104.55	No

	Allocations :	100.00% (\$144.55) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Gulikowicz, Kerry, Principal, Beswell Group, Business Guest						
03/10/2011	Business Meals-6420 (Multiple TSM's only)	ZGM Meeting	HARLEY MUSEUM 50013895	HARLEY MUSEUM 50013895	Milwaukee	Corporate Card	\$23.50	No
	Allocations :	100.00% (\$23.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Richardt, Jeff, GC ZGM, TSM Chatham, Jeff, CA ZGM, TSM						
03/09/2011	Business Meals-6420 (Multiple TSM's only)	Project Management Software Demo	STARBUCKS USA 00025585	STARBUCKS USA 00025585	Pewaukee	Corporate Card	\$55.55	No
	Allocations :	100.00% (\$55.55) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Kuklinski, Greg, Mgr National Equipment, TSM Arnell, Heather, Director, TSM Chabry, Percy, OATS Mgr, TSM Miles, Stephen, Dir, Tech Svcs, TSM						
03/08/2011	Business Meals-6420 (Multiple TSM's only)	Attend Chicago EDM in Elmhurst, IL	ELMHURST FAMILY RE	ELMHURST FAMILY RE	Elmhurst	Corporate Card	\$27.55	No
	Allocations :	100.00% (\$27.55) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Stech, Dave, TSM						
Dues/Subscriptions-5450								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/22/2011	Dues/Subscriptions-5450	Milwaukee Journal Sentinel	MILWAUKEE BIZ JOURNAL	MILWAUKEE BIZ JOURNAL	Milwaukee	Corporate Card	\$106.95	No
	Allocations :	100.00% (\$106.95) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/19/2011	Hotel-6425	Project Management Software Demo	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$177.48	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/17/2011	Hotel Tax-6425	Project Management Software Demo	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$18.48	No
	Allocations :	100.00% (\$18.48) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/17/2011	Hotel-6425	Project Management Software Demo	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$159.00	No
	Allocations :	100.00% (\$159.00) 010001920100						
03/03/2011	Hotel-6425	Attend City Glow Services Mtg	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Melville	Corporate Card	\$210.64	No
Hotel Tax-6425								
	Expense Type	Vendor	Vendor Name	City	Amount			

Transaction Date	Business Purpose	Payment Type	Personal Expense (do not reimburse)					
03/01/2011	Hotel Tax-6425	Corporate Card	No					
Allocations : 100.00% (\$17.32) 010001920100								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/01/2011	Hotel-6425	Attend City Global Services Mtg	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Melville	Corporate Card	\$149.00	No
Allocations : 100.00% (\$149.00) 010001920100								
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/01/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend City Global Services Mtg	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Melville	Corporate Card	\$44.32	No
Allocations : 100.00% (\$44.32) 010001920100								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/25/2011	Hotel-6425	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$1,297.38	No
Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/28/2011	Business Meals-6420 (Multiple TSM's only)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$319.32	No
Allocations : 100.00% (\$319.32) 010001920100								
Attendees : Sullivan, Timothy, This TSM Stack, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Jim, Braslawski, President, TSM Hirsch, Paul, TSM Wish, Marguerite, VP, Product Merchandising, TSM James, Rick, National Sales Manager, Maine, Business Guest St. Jean, Ben, President, Maine, Business Guest								
02/25/2011	Business Meals-6420 (Multiple TSM's only)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$145.74	No
Allocations : 100.00% (\$145.74) 010001920100								
Attendees : Sullivan, Timothy, This TSM Stack, Dave, TSM Hirsch, Paul, TSM Chatham, John, VP Leadership & Development, TSM Ziskind, Steve, CEO, Denmat, Business Guest Zauberman, Howard, VP Corp. Bus. Development, TSM Kajsih, Fahad, Mgr. Corp. Bus. Development, TSM								
02/24/2011	Business Meals-6420 (Multiple TSM's only)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$86.94	No
Allocations : 100.00% (\$86.94) 010001920100								
Attendees : Sullivan, Timothy, This TSM Stack, Dave, TSM Watson, Matt, Interviewee, None, Business Guest								
02/24/2011	Business Meals-6420 (Multiple TSM's only)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$81.37	No
Allocations : 100.00% (\$81.37) 010001920100								
Attendees : Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM								

Augina, Mike, President, Sierra, Business Guest
 Schein, Tom, VP Sales Europe & Canada, Sierra, Business Guest

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/22/2011	Hotel Tax-6425	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$61.56	No
Allocations :		100.00%	(\$61.56)	010001920100				

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/24/2011	Hotel-6425	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
Allocations :		100.00%	(\$400.00)	010001920100				

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/23/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$44.30	No
Allocations :		100.00%	(\$44.30)	010001920100				
02/23/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$2.78	No
Allocations :		100.00%	(\$2.78)	010001920100				
02/22/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$10.05	No
Allocations :		100.00%	(\$10.05)	010001920100				
02/22/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$13.32	No
Allocations :		100.00%	(\$13.32)	010001920100				

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/24/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$44.00	No
Allocations :		100.00%	(\$44.00)	010001920100				
02/23/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$44.00	No
Allocations :		100.00%	(\$44.00)	010001920100				
02/22/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Attend CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$44.00	No
Allocations :		100.00%	(\$44.00)	010001920100				

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/23/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attending NAEEMC	MKE ALTERRA CO19313105	MKE ALTERRA CO19313105	Milwaukee	Corporate Card	\$9.72	No
Allocations :		100.00%	(\$9.72)	010001920100				
03/17/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City Mtg	MKE NORNAS RES19311224	MKE NORNAS RES19311224	Milwaukee	Corporate Card	\$17.14	No
Allocations :		100.00%	(\$17.14)	010001920100				
03/03/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI Q&B Review	INN AT FOX HOLLOW	INN AT FOX HOLLOW	Melville	Corporate Card	\$4.35	No
Allocations :		100.00%	(\$4.35)	010001920100				
03/02/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Q&B Global Mtg	LAGUARDIA/FIOS CAFE RE	LAGUARDIA/FIOS CAFE RE	Flushing	Corporate Card	\$38.92	No
Allocations :		100.00%	(\$38.92)	010001920100				
02/14/2011					Milwaukee		\$1.00	No

	Meeis Self-6429 (Breakfast/Lunch/Dinner)	Attend NA EMC	MKE ALTERRA CO19333103	MKE ALTERRA CO19333103		Corporate Card		
	Allocations :	100.00% (\$8.39)	010001920100					
Meetings/Conventions-7310								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/11/2011	Meetings/Conventions-7310	Offsite Meeting with Davis Steek	CROWNE PLAZA WAUWATOSA	CROWNE PLAZA WAUWATOSA	Wauwatosa	Corporate Card	\$91.71	No
	Allocations :	100.00% (\$91.71)	010001920100					
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/24/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Hirman - Airport Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$44.00	No
	Allocations :	100.00% (\$44.00)	010001920100					
03/18/2011	Taxi/Rail/Ferry/Parking/Limo-6449	HSI City Review Mtg - Airport Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$34.00	No
	Allocations :	100.00% (\$34.00)	010001920100					
03/18/2011	Taxi/Rail/Ferry/Parking/Limo-6449	CMW - Taxi	NYC TAXI MED 8175 QPS	NYC TAXI MED 8175 QPS	Flushing	Corporate Card	\$14.00	No
	Allocations :	100.00% (\$14.00)	010001920100					
03/09/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Matt Sabel Interview	ACCUTRANS	ACCUTRANS		Corporate Card	\$98.00	No
	Allocations :	100.00% (\$98.00)	010001920100					
03/02/2011	Taxi/Rail/Ferry/Parking/Limo-6449	City Global Mtg - Airport Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$32.00	No
	Allocations :	100.00% (\$32.00)	010001920100					
02/23/2011	Taxi/Rail/Ferry/Parking/Limo-6449	CMW - Taxi	TAXI AFFIL SVCS 2315	TAXI AFFIL SVCS 2315	Chicago	Corporate Card	\$15.00	No
	Allocations :	100.00% (\$15.00)	010001920100					
02/22/2011	Taxi/Rail/Ferry/Parking/Limo-6449	CMW - Taxi	CHI TAXI MED 2086 QPS	CHI TAXI MED 2086 QPS	Chicago	Corporate Card	\$15.25	No
	Allocations :	100.00% (\$15.25)	010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$4,374.52
Personal Expenses :	\$0.00
Total Amount Claimed :	\$4,374.52
Amount Approved :	\$4,374.52
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$4,374.52
Total Paid By Company :	\$4,374.52
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Expense Report

Report Name : DTAB/Hinman/RTP/CDA/Utah/Mk Rein

TSM Name : Sullivan, Timothy J
TSM ID : 94081

Report Header

Policy : HSI
Business Purpose : Attend various meetings and conventions
Report Id : CE3FCA5F93F9438EB0A3
Report Date : 04/27/2011
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/04/2011	Air Travel Fees- Miscellaneous-6410	RTP - inflight WiFi	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$12.95	No
	Allocations :	100.00% (\$12.95) 010001920100						
04/06/2011	Air Travel Fees- Miscellaneous-6410	RTP - inflight WiFi	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$12.95	No
	Allocations :	100.00% (\$12.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/21/2011	Airfare-6410	Attend Hinman	AIRTRANAI 3320105730882	AIRTRANAI 3320105730882	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/20/2011	Airfare-6410	HSI Quarterly	FRONTIER 4228645715720	FRONTIER 4228645715720	Meriville	Corporate Card	\$82.48	No
	Allocations :	100.00% (\$82.48) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/20/2011	Airfare-6410	HSI Quarterly	AIRTRANAI 3320105631867	AIRTRANAI 3320105631867	Meriville	Corporate Card	\$83.20	No
	Allocations :	100.00% (\$83.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/19/2011	Airfare-6410	Attend Hinman	AIRTRANAI 3320105631867	AIRTRANAI 3320105631867	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

	Attendees :	Sullivan, Timothy, This TSM						
04/19/2011	Airfare-6410	CDA	UNITED 0168645715588	UNITED 0168645715588	Melville	Corporate Card	\$150.40	No
	Allocations :	100.00% (\$150.40) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/19/2011	Airfare-6410	CDA	USAIRWAY 0372427533791	USAIRWAY 0372427533791	Melville	Corporate Card	\$118.90	No
	Allocations :	100.00% (\$118.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/19/2011	Airfare-6410	CDA	USAIRWAY 0372427533791	USAIRWAY 0372427533791	Phoenix	Corporate Card	\$30.00	No
	Allocations :	100.00% (\$30.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/19/2011	Airfare-6410	CDA	USAIRWAY 0372427533803	USAIRWAY 0372427533803	Phoenix	Corporate Card	\$12.00	No
	Allocations :	100.00% (\$12.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/19/2011	Airfare-6410	Dentix Mtg & Vegas BDM	DELTA 0068645715588	DELTA 0068645715588	Waukegan	Corporate Card	\$270.71	No
	Allocations :	100.00% (\$270.71) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/19/2011	Airfare-6410	Dentix Mtg & Vegas BDM	AIRTRANA 3328645715588	AIRTRANA 3328645715588	Las Vegas	Corporate Card	\$275.20	No
	Allocations :	100.00% (\$275.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/08/2011	Airfare-6410	Utah Exec Review & BDM	DELTA 0057971238420	DELTA 0057971238420	Salt Lake City	Corporate Card	\$527.22	No
	Allocations :	100.00% (\$527.22) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/03/2011	Airfare-6410	Attend RTP	AIRTRANA 3320104876004	AIRTRANA 3320104876004	Atlanta	Corporate Card	\$198.00	No
	Allocations :	100.00% (\$198.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Sullivan, Kay, Spouse						
Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/25/2011	Business Meals-6420 (Multiple TSM's only)	Lunch for Marketing Reinvention Mtg.	HANSTEDT DELI	HANSTEDT DELI	Plainview	Corporate Card	\$427.87	No
	Allocations :	100.00% (\$427.87) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM See, Attendee List, TSM						
04/06/2011	Business Meals-6420 (Multiple TSM's only)	CDIV Class - FSC Discussions	SUBWAY	SUBWAY	West Allis	Corporate Card	\$27.77	No
	Allocations :	100.00% (\$27.77) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Salerno, Julie, FSC, TSM Jones, Terry, FSC, TSM gann, Marianne, FSC, TSM Aamink, Frauke, FSC, TSM						
04/07/2011	Business Meals-6420 (Multiple TSM's only)	Business Discussion	APPLEBEES	APPLEBEES	West Allis	Corporate Card	\$27.54	No
	Allocations :	100.00% (\$27.54) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						

03/24/2011 Business Meals-6420 (Multiple TSM's only) Hinman CHILIS TOO A A10208163 CHILIS TOO A A10208163 Atlanta Corporate Card \$65.55 No
 Allocations : 100.00% (\$65.55) 010001920100
 Attendees : Sullivan, Timothy, This TSM
 Watson, Brian, VP Strategic & Bus Planning, HSI, TSM
 Ansell, Heather, Director, TSM

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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03/24/2011	Hotel-6425	Hinman	OMNI HOTELS CNN CTR #2	OMNI HOTELS CNN CTR #2	Atlanta	Corporate Card	\$260.70	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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03/23/2011	Hotel Tax-6425	Hinman	OMNI HOTELS CNN CTR #2	OMNI HOTELS CNN CTR #2	Atlanta	Corporate Card	\$30.75	No
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Allocations : 100.00% (\$30.75) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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03/23/2011	Hotel-6425	Hinman	OMNI HOTELS CNN CTR #2	OMNI HOTELS CNN CTR #2	Atlanta	Corporate Card	\$205.00	No
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Allocations : 100.00% (\$205.00) 010001920100

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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03/23/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Hinman	OMNI HOTELS CNN CTR #2	OMNI HOTELS CNN CTR #2	Atlanta	Corporate Card	\$24.95	No
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Allocations : 100.00% (\$24.95) 010001920100

04/05/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA Board Meeting	HYATT HOTELS OHARE FA	HYATT HOTELS OHARE FA	Rosemont	Corporate Card	\$5.48	No
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Allocations : 100.00% (\$5.48) 010001920100

04/03/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend RTP	PARADISE #101 Q92	PARADISE #101 Q92	Fort Myers	Corporate Card	\$9.18	No
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Allocations : 100.00% (\$9.18) 010001920100

03/24/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Hinman	OMNI HOTELS CNN CTR #2	OMNI HOTELS CNN CTR #2	Atlanta	Corporate Card	\$12.51	No
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Allocations : 100.00% (\$12.51) 010001920100

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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04/03/2011	Taxi/Rail/Ferry/Parking/Limo-6449	RTP	GENERAL INTL AIRQ44	GENERAL INTL AIRQ44	Milwaukee	Corporate Card	\$102.00	No
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Allocations : 100.00% (\$102.00) 010001930100

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total : \$2,752.71
 Personal Expenses : \$0.00
 Total Amount Claimed : \$2,752.71

Amount Approved :	\$2,752.71
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$2,752.71
Total Paid By Company :	\$2,752.71
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report

Report Name : CDA/HSI Exec Rev/DTA Brd/HR Mtg

TSM Name : Sullivan, Timothy J.

TSM ID : 94091

Report Header

Policy : HSI

Business Purpose : Travel & Meeting Expenses

Report Id : 02F6D0DD214A447899DD

Report Date : 05/19/2011

Approval Status : Approved

Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/30/2011	Air Travel Fees-Miscellaneous-6410	Wife in flight - reading business e-mails	AIRCELL*GOGO INFLIGHT	AIRCELL*GOGO INFLIGHT	Milwaukee	Corporate Card	\$12.95	No
Allocations :		100.00% (\$12.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/10/2011	Airfare-6410	CDA	USAIRWAY 0372430036341	USAIRWAY 0372430036341	Milwaukee	Corporate Card	\$25.00	No
Allocations :		100.00% (\$25.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
05/10/2011	Airfare-6410	CDA - Seating Credit	USAIRWAY 0372427533791	USAIRWAY 0372427533791	Phoenix	Corporate Card	\$-30.00	No
Allocations :		100.00% (\$-30.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
05/10/2011	Airfare-6410	CDA - Seating Credit	USAIRWAY 0372427533803	USAIRWAY 0372427533803	Phoenix	Corporate Card	\$-12.00	No
Allocations :		100.00% (\$-12.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Expense Type	Vendor	Vendor Name	City	Amount
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Transaction Date	Business Purpose	Payment Type	Personal Expense (do not reimburse)
05/12/2011	Business Meals-6420 (Multiple TSM's only) CDA ARAMARK ANAHEIM CONVEN ARAMARK ANAHEIM CONVEN Anaheim Corporate Card \$23.25 No		
	Allocations : 100.00% (\$23.25) 010001920100		
	Attendees : Sullivan, Timothy, This TSM Meadows, Jake, Dir US Career Development, TSM		
06/12/2011	Business Meals-6420 (Multiple TSM's only) CDA - HSFS Dinner PF CHANGS #9841 PF CHANGS #9841 Anaheim Corporate Card \$380.03 No		
	Allocations : 100.00% (\$380.03) 010001920100		
	Attendees : Sullivan, Timothy, This TSM Cavaretta, Joe, Director & GM, TSM McHugh, Lynne, VP, TSM Grady, Gary, FSC, TSM Hall, Hugh, FSC, TSM Stotts, Lary, FSC, TSM Rousch, Geoff, FSC, TSM Edholm, Randi, FSC, TSM Rheinhart, James K, FSC, TSM Sullivan, Dave, FSC, TSM Bowerfind, Fred, FSC, TSM Kofron, Rich, Equipment Manager, TSM		
05/04/2011	Business Meals-6420 (Multiple TSM's only) HR Meeting in WA Starbucks Starbucks West Allis Cash \$11.56 No		
	Allocations : 100.00% (\$11.56) 010001920100		
	Attendees : Sullivan, Timothy, This TSM Grimes, Kathy, Dir, Human Resources, TSM Lockey, Lorena, Director HR, TSM		
05/04/2011	Business Meals-6420 (Multiple TSM's only) Meeting with WA ESTs Champps Champps Brookfield Cash \$60.64 No		
	Allocations : 100.00% (\$60.64) 010001920100		
	Attendees : Sullivan, Timothy, This TSM Sieckman, Kevin, EST, TSM Ehrenberg, Jeff, EST, TSM Burkhardt, Scott, EST, TSM		

Car Rental/Rental Gas-6447

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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05/14/2011	Car Rental/Rental Gas-6447	CDA	AVIS RENT-A-CAR 1	AVIS RENT-A-CAR 1	Santa Ana	Corporate Card	\$218.02	No
		Allocations :	100.00% (\$218.02) 010001920100					

Donations-8210

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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05/05/2011	Donations-8210	CDA	SUE FOUNDATION	SUE FOUNDATION	Chicago	Corporate Card	\$1,000.00	No
		Allocations :	100.00% (\$1,000.00) 010001920100					
		Exceptions :	Copies of receipts must be forwarded to Accounts Payable					

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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05/14/2011	Hotel-6425	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$564.56	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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								(do not reimburse)
05/12/2011	Hotel Tax-6425	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$34.64	No
Allocations :		100.00% (\$34.64) 010001920100						
05/11/2011	Hotel Tax-6425	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$34.64	No
Allocations :		100.00% (\$34.64) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/12/2011	Hotel-6425	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$199.00	No
Allocations :		100.00% (\$199.00) 010001920100						
05/11/2011	Hotel-6425	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$199.00	No
Allocations :		100.00% (\$199.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/13/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$21.34	No
Allocations :		100.00% (\$21.34) 010001920100						
05/12/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$20.34	No
Allocations :		100.00% (\$20.34) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/12/2011	Taxi/Rail/Ferry/Parking/Limo-6449	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$28.00	No
Allocations :		100.00% (\$28.00) 010001920100						
05/11/2011	Taxi/Rail/Ferry/Parking/Limo-6449	CDA	MARRIOTT 33764 ANAHEIM	MARRIOTT 33764 ANAHEIM	Anaheim	Corporate Card	\$28.00	No
Allocations :		100.00% (\$28.00) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/10/2011	Hotel-6425	HSI Qtrly Review	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$215.28	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/08/2011	Hotel Tax-6425	HSI Qtrly Review	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$18.48	No
Allocations :		100.00% (\$18.48) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/06/2011	Hotel-6425	HSI Qtrly Review	MARRIOTT HOTELS MELVILLE	MARRIOTT HOTELS MELVILLE	Melville	Corporate Card	\$150.00	No

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Allocations :		100.00% (\$159.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/08/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI Qlty Review	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$37.80	No
Allocations :		100.00% (\$37.80) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/06/2011	Hotel-6425	DTA Board Dinner & Meeting	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$216.07	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/04/2011	Hotel Tax-6425	DTA Board Dinner & Meeting	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$19.37	No
Allocations :		100.00% (\$19.37) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/04/2011	Hotel-6425	DTA Board Dinner & Meeting	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$149.00	No
Allocations :		100.00% (\$149.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/05/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA Board Dinner & Meeting	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$4.73	No
Allocations :		100.00% (\$4.73) 010001920100						
04/05/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA Board Dinner & Meeting	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$10.97	No
Allocations :		100.00% (\$10.97) 010001920100						
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/04/2011	Taxi/Rail/Ferry/Parking/Limo-6449	DTA Board Dinner & Meeting	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$32.00	No
Allocations :		100.00% (\$32.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense

								(do not reimburse)
05/14/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	CDA	TS LA BREA BAK30051270	TS LA BREA BAK30051270	Los Angeles	Corporate Card	\$10.91	No
Allocations :		100.00% (\$10.91) 010001920100						
05/11/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City Review	BAR FLY PHX 30038384	BAR FLY PHX 30038384	Phoenix	Corporate Card	\$25.99	No
Allocations :		100.00% (\$25.99) 010001920100						
05/09/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City Review	ANGELINA'S PANINI BAR	ANGELINA'S PANINI BAR	Flushing	Corporate Card	\$12.26	No
Allocations :		100.00% (\$12.26) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/14/2011	Taxi/Rail/Ferry/Parking/Limo-6449	CDA	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$48.00	No
Allocations :		100.00% (\$48.00) 010001920100						
05/09/2011	Taxi/Rail/Ferry/Parking/Limo-6449	HSI City Review	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$30.00	No
Allocations :		100.00% (\$30.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$2,833.14
Personal Expenses :	\$0.00
Total Amount Claimed :	\$2,833.14
Amount Approved :	\$2,833.14
Company Disbursements	
Amount Due TSM :	\$92.40
Amount Due Company Card :	\$2,740.74
Total Paid By Company :	\$2,833.14
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : NSM/SM/HSI Qtr/ADA/Bus Ldr Mtg

TSM Name : Sullivan, Timothy J
 TSM ID : 94001

Report Header
 Policy : HSI
 Business Purpose : NSM, SM Kohler, HSI Qtr Review, ADA, Bus Leader/Dental Update
 Report Id : BB01128048C4CADA0CA
 Report Date : 09/16/2011
 Approval Status : Approved
 Currency : US Dollar

Airfare-6410	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
	09/09/2011	Airfare-6410	Business Leader Optimization Mtg	AIRTRANA 3328681176514	AIRTRANA 3328681176514	Mendota	Corporate Card	\$187.80	No
		Allocations :	100.00% (\$187.80) 010001920100						
		Attendees :	Sullivan, Timothy, This TSM						
	09/02/2011	Airfare-6410	Attend ADA	AIRTRANA 3328679339581	AIRTRANA 3328679339581	Las Vegas	Corporate Card	\$199.70	No
		Allocations :	100.00% (\$199.70) 010001920100						
		Attendees :	Sullivan, Timothy, This TSM						
	09/02/2011	Airfare-6410	Attend ADA	FRONTIER 4228679339579	FRONTIER 4228679339579	Las Vegas	Corporate Card	\$182.46	No
		Allocations :	100.00% (\$182.46) 010001920100						
		Attendees :	Sullivan, Timothy, This TSM						
Business Meals-6415(Customer, Clients)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
08/29/2011	Business Meals-6415 (Customer, Clients)	SM Kohler Management Conference	RIVER WILDLIFE	RIVER WILDLIFE	Kohler	Corporate Card	\$2,466.84	No	
	Allocations :	100.00% (\$2,466.84) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Chatham, John, VP Leadership & Development, TSM Kyle, Dean, SW ZGM, TSM Caubien, Henry, RM SC/FN, TSM Martina, Steve, RM - FC/WN, TSM Dutton, Steve, RM - WN/FL, TSM Hattaway, Krista, RM - AC/WA, TSM							

Wenzel, Eric, Sales Manager, 3M, Business Guest
 Gates, Mark, VP US Sales & Marketing, 3M, Business Guest
 Reilly, Kevin, National Key Acct Manager, 3M, Business Guest
 Richter, Mackenzie, RM - CAACO, TSM
 Moynihan, Ryan, Regional Bus Leader, 3M, Business Guest
 Lindquist, Ann, Manager Sales, 3M, Business Guest
 Kerr, Karissa, RM - CAACO, 3M, Business Guest

08/17/2011	Business Meals-6416 (Customer, Clients)	Danaher Meeting	CIRELLAS RESTAURANT	CIRELLAS RESTAURANT	Meiville	Corporate Card	\$272.57	No
Allocations :		100.00% (\$272.57) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Weathered, Mike, VP - Global Accounts, Danaher, Business Guest Ross, Henrik, President, Palcoex Group, Business Guest						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/23/2011	Business Meals-6420 (Multiple TSM's only)	Business Discussion	APPLEBEES 975463697544	APPLEBEES 975463697544	West Allis	Corporate Card	\$41.68	No

Allocations : 100.00% (\$41.68) 010001920100
Attendees : Sullivan, Timothy, This TSM
 Steck, Dave, TSM
 Esler, Kristen, FSC, TSM

08/27/2011	Business Meals-6420 (Multiple TSM's only)	United Way Fundraiser - lunch with Tim	MO'S IRISH PUB-TOSA	MO'S IRISH PUB-TOSA	Wauwatosa	Corporate Card	\$107.32	No
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Allocations : 100.00% (\$107.32) 010001920100
Attendees : Sullivan, Timothy, This TSM
 Peterson, Chris, Director - Support & Admin, HSD, TSM
 Swenor, Colette, Accountant, TSM
 Taylor, Regina, Admin, TSM
 Roloff, Cheryl, Supervisor, Field Sat., TSM
 Fox, Jerome, Dispatcher, TSM
 Will, Roseann, Dispatcher, TSM

Dues/Subscriptions-5450

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/30/2011	Dues/Subscriptions-5450	Business Articles	THE ECONOMIST NEWSPAPE	THE ECONOMIST NEWSPAPE	Milwaukee	Corporate Card	\$137.19	No

Allocations : 100.00% (\$137.19) 010001920100

Hotel-5425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/31/2011	Hotel-5425	3M Kohler Management Event	INN ON WOODLAKE	INN ON WOODLAKE	Kohler	Corporate Card	\$1,454.00	No

Hotel Tax-5425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/30/2011	Hotel Tax-5425	3M Kohler Event	INN ON WOODLAKE	INN ON WOODLAKE	Kohler	Corporate Card	\$84.20	No
Allocations :		100.00% (\$84.20) 010001920100						
08/29/2011	Hotel Tax-5425	3M Kohler Event	INN ON WOODLAKE	INN ON WOODLAKE	Kohler	Corporate Card	\$84.20	No
Allocations :		100.00% (\$84.20) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/30/2011	Hotel-6425	3M Kohler Event	INN ON WOODLAKE	INN ON WOODLAKE	Kohler	Corporate Card	\$857.00	No
Allocations :		100.00% (\$857.00) 010001920100						

08/23/2011	Hotel-6428	3M Kohler Event	INN ON WOODLAKE	INN ON WOODLAKE	Kohler	Corporate Card	\$657.00	No
		Allocations :	100.00% (\$657.00) 010001920100					
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/23/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	3M Kohler Event	INN ON WOODLAKE	INN ON WOODLAKE	Kohler	Corporate Card	\$11.98	No
		Allocations :	100.00% (\$11.98) 010001920100					
08/18/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI Quarterly Review	LAGUARDIA/FIGS CAFE RE	LAGUARDIA/FIGS CAFE RE	Rushing	Corporate Card	\$32.39	No
		Allocations :	100.00% (\$32.39) 010001920100					
08/05/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	NSM	GAYLORD TEXAN F&B	GAYLORD TEXAN F&B	Grapevine	Corporate Card	\$11.50	No
		Allocations :	100.00% (\$11.50) 010001920100					
08/02/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	NSM	GAYLORD TEXAN F&B	GAYLORD TEXAN F&B	Grapevine	Corporate Card	\$10.50	No
		Allocations :	100.00% (\$10.50) 010001920100					
Meetings/Conventions-7310								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/30/2011	Meetings/Conventions-7310	3M Kohler Event	WHISTLING STRAIT GOLF	WHISTLING STRAIT GOLF	Kohler	Corporate Card	\$1,417.50	No
		Allocations :	100.00% (\$1,417.50) 010001920100					
08/29/2011	Meetings/Conventions-7310	3M Kohler Management Conference	BLACKWOLF RUN GOLF SHO	BLACKWOLF RUN GOLF SHO	Kohler	Corporate Card	\$882.00	No
		Allocations :	100.00% (\$882.00) 010001920100					
08/19/2011	Meetings/Conventions-7310	ADA Room Deposit for trip won by Jerry Magee	ADA ANNUAL SESSION	ADA ANNUAL SESSION	Chicago	Corporate Card	\$250.00	No
		Allocations :	100.00% (\$250.00) 010001920100					
Miscellaneous-8550								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/18/2011	Miscellaneous-8550	Attend HSI Qtrly & Danaher Dinner	HYATT REGENCY LONG ISL	HYATT REGENCY LONG ISL	Melville	Corporate Card	\$61.93	No
Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/17/2011	Business Meals-6420 (Multiple TSM's only)	Business Discussion	HYATT REGENCY LONG ISL	HYATT REGENCY LONG ISL	Melville	Corporate Card	\$48.47	No
		Allocations :	100.00% (\$48.47) 010001920100					
		Attendees :	Sullivan, Timothy, This TSM Sawcom, Jon, Director, TSM					
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/18/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Attend HSI Qtrly & Danaher Dinner	HYATT REGENCY LONG ISL	HYATT REGENCY LONG ISL	Melville	Corporate Card	\$13.46	No
		Allocations :	100.00% (\$13.46) 010001920100					
Miscellaneous-8550								
	Expense Type		Vendor	Vendor Name	City		Amount	

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/07/2011	Miscellaneous-8550	NSM	GAYLORD TEXAN FRONT DE	GAYLORD TEXAN FRONT DE	Grapevine	Corporate Card	\$142.87	No

Business Meats-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/06/2011	Business Meats-6420 (Multiple TSM's only)	SG Zone Review	GAYLORD TEXAN FRONT DE	GAYLORD TEXAN FRONT DE	Grapevine	Corporate Card	\$72.87	No
Allocations :		100.00% (\$72.87) 01000100100						
Attendees :		Sullivan, Timothy, This TSM Streck, Dave, TSM Reichardt, Jeff, SO ZGM, TSM						

Miscellaneous-8550

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/07/2011	Miscellaneous-8550	Personal Expenses	GAYLORD TEXAN FRONT DE	GAYLORD TEXAN FRONT DE	Grapevine	Corporate Card	\$70.30	Yes

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/18/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking - MSJ Quarterly	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$44.00	No
Allocations :		100.00% (\$44.00) 01000100100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$7,882.83
Personal Expenses :	\$70.30
Total Amount Claimed :	\$7,812.53
Amount Approved :	\$7,812.53
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$7,812.53
Total Paid By Company :	\$7,812.53
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$70.30
Total Paid By TSM :	\$70.30

Expense Report

Report Name : ADA/DTA/HuFriedy/Bus Ldr Mtg.

TSM Name : Sullivan, Timothy J

TSM ID : 64061

Report Header

Policy : HSI

Business Purpose : Attend ADA, DTA, HuFriedy Mtgs, Recruit FSO in FL, Dec. Onsite Mtg., Wa Center Lunch, Bus Leader Mtg

Report Id : EEO02108150F48808387

Report Date : 10/18/2011

Approval Status : Approved

Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/13/2011	Air Travel Fees-Miscellaneous-6410	ADA - In flight WiFi	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$12.95	No
	Allocations :	100.00% (\$12.95) 010001920100						
10/11/2011	Air Travel Fees-Miscellaneous-6410	ADA - In flight WiFi	GOGOAIR.COM	GOGOAIR.COM	Melville	Corporate Card	\$12.95	No
	Allocations :	100.00% (\$12.95) 010001920100						
10/10/2011	Air Travel Fees-Miscellaneous-6410	Yearly Frontier Bus/Car Club Membership	MIDWEST E 453000000000	MIDWEST E 453000000000	Milwaukee	Corporate Card	\$200.00	No
	Allocations :	100.00% (\$200.00) 010001920100						
	Exceptions :	The amount of this expense is subject to additional review						
09/29/2011	Air Travel Fees-Miscellaneous-6410	Bus Leader Mtg - In flight WiFi	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						
09/28/2011	Air Travel Fees-Miscellaneous-6410	ADA - In Flight WiFi	GOGOAIR.COM	GOGOAIR.COM	Las Vegas	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/12/2011	Airfare-6410	Attend DTA	AIRTRAVEL 3338710782899	AIRTRAVEL 3338710782899	Melville	Corporate Card	\$91.20	No
	Allocations :	100.00% (\$91.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/12/2011	Airfare-6410	Attend DTA	FRONTIER 4228715792899	FRONTIER 4228715792899	Melville	Corporate Card	\$91.20	No

	Allocations :	100.00% (\$91.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/11/2011	Airfare-6410	Bus Leader Mtg - Exe Row Seat	AIRTRANA: 3320115837777	AIRTRANA: 3320115837777	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/15/2011	Airfare-6410	Bus Leader Mtg - Exe Row Seat	AIRTRANA: 3320115839859	AIRTRANA: 3320115839859	Atlanta	Corporate Card	\$79.00	No
	Allocations :	100.00% (\$79.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/27/2011	Airfare-6410	Hufniedy Mtg - Exec Crew Room Window Right	FRONTIER 4228713172189	FRONTIER 4228713172189	Melville	Corporate Card	\$7.33	No
	Allocations :	100.00% (\$7.33) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/27/2011	Airfare-6410	Hufniedy Mtg	AIRTRANA: 3328713172188	AIRTRANA: 3328713172188	Melville	Corporate Card	\$87.70	No
	Allocations :	100.00% (\$87.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
09/27/2011	Airfare-6410	Bus Leader Mtg - Exe Row Seat	AIRTRANA: 3320115875243	AIRTRANA: 3320115875243	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
09/13/2011	Airfare-6410	ADA	AIRTRANA: 3328881176718	AIRTRANA: 3328881176718	Melville	Corporate Card	\$198.20	No
	Allocations :	100.00% (\$198.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/11/2011	Business Meals-6420 (Multiple TSM's only)	Business Discussion at ADA	Bouchon Bistro @ Th	Bouchon Bistro @ Th	Las Vegas	Corporate Card	\$504.76	No
	Allocations :	100.00% (\$524.76) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Salerno, Julie, FSC, TSM McHugh, Lynne, VP, TSM Fazzio, Joe, ESS, TSM Fenu, Dennis, Lynne McHugh's Husband, Spouse Kroeger, Patricia, Spouse Fazzio, Jackie, Spouse Kroeger, Dan, FSC, TSM						
10/10/2011	Business Meals-6420 (Multiple TSM's only)	ADA - Carilog Discussion	MBAY STARBUCKS	MBAY STARBUCKS	Las Vegas	Corporate Card	218.58	No
	Allocations :	100.00% (\$185.58) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM DiMartino, Kerri, Carilog Product Mgr., TSM						
10/09/2011	Business Meals-6420 (Multiple TSM's only)	Wisconsin Center Discussion	MO'S IRISH PUB-TOSA	MO'S IRISH PUB-TOSA	Watkins	Corporate Card	\$59.75	No
	Allocations :	100.00% (\$59.75) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Rowley, Aaron, DTS, TSM Coffrell, Karen, FSC, TSM Hackett, Mike, FSC, TSM						
09/14/2011	Business Meals-6420 (Multiple TSM's only)	HBI Business Discussion	APPLEBEES	APPLEBEES	West Allis	Corporate Card	\$29.81	No
	Allocations :	100.00% (\$29.81) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HBI, TSM						

Corporate Meetings-7330

Expense Type	Vendor	Vendor Name	City	Amount
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/22/2011	Corporate Meetings-7320	Deposit for Dec. HSD Off-site Meeting	THE IRON HORSE HOTEL	THE IRON HORSE HOTEL	Milwaukee	Corporate Card	\$500.00	No
	Allocations :	100.00% (\$500.00) 010001920100						
Hotel-6425								
10/12/2011	Hotel-6425	Attend ADA	MANDALAY BAY RESORT/CA	MANDALAY BAY RESORT/CA	Las Vegas	Corporate Card	\$705.64	No
Business Meals-6415(Customer, Clients)								
10/12/2011	Business Meals-6415 (Customer, Clients)	Q4D Meeting in Suite	MANDALAY BAY RESORT/CA	MANDALAY BAY RESORT/CA	Las Vegas	Corporate Card	\$127.96	No
	Allocations :	100.00% (\$127.96) 010001920100						
	Attendees :	Sullivan, Timothy, TSM Cox, John, VP - US Dental Planning, TSM Harding, Jim, SrVP - Chief Technology Officer, TSM Goldband, Robert, Vice President, Prognostic Solutions, TSM Tutts, Donald, CEO, CMD, Business Guest						
Hotel Tax-6425								
10/11/2011	Hotel Tax-6425	Attend ADA	MANDALAY BAY RESORT/CA	MANDALAY BAY RESORT/CA	Las Vegas	Corporate Card	\$58.68	No
	Allocations :	100.00% (\$58.68) 010001920100						
10/10/2011	Hotel Tax-6425	Attend ADA	MANDALAY BAY RESORT/CA	MANDALAY BAY RESORT/CA	Las Vegas	Corporate Card	\$58.68	No
	Allocations :	100.00% (\$58.68) 010001920100						
Hotel-6425								
10/11/2011	Hotel-6425	Attend ADA	MANDALAY BAY RESORT/CA	MANDALAY BAY RESORT/CA	Las Vegas	Corporate Card	\$215.16	No
	Allocations :	100.00% (\$215.16) 010001920100						
10/10/2011	Hotel-6425	Attend ADA	MANDALAY BAY RESORT/CA	MANDALAY BAY RESORT/CA	Las Vegas	Corporate Card	\$215.16	No
	Allocations :	100.00% (\$215.16) 010001920100						
Miscellaneous-8550								
10/12/2011	Miscellaneous-8550	Spa	MANDALAY BAY RESORT/CA	MANDALAY BAY RESORT/CA	Las Vegas	Corporate Card	\$30.00	Yes
Hotel-6425								
09/29/2011	Hotel-6425	Airport Parking for Business Leader Mtg	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$177.48	No
Hotel Tax-6425								

08/28/2011	Hotel Tax-6425	Airport Parking for Business Leader Mtg	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$18.48	No
Allocations :		100.00% (\$18.48) 010001920100						
Hotel-6426								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/28/2011	Hotel-6426	Airport Parking for Business Leader Mtg	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$159.00	No
Allocations :		100.00% (\$159.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/12/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	ADA	STARBUCKS B LA30402259	STARBUCKS B LA30402259	Las Vegas	Corporate Card	\$8.41	No
Allocations :		100.00% (\$8.41) 010001920100						
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/12/2011	Taxi/Rail/Ferry/Parking/Limo-6449	ADA - Airport Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$64.00	No
Allocations :		100.00% (\$64.00) 010001920100						
10/10/2011	Taxi/Rail/Ferry/Parking/Limo-6449	ADA - Taxi to dinner	Yellow Checker Star	Yellow Checker Star	Las Vegas	Cash	\$20.00	No
Allocations :		100.00% (\$20.00) 010001920100						
10/10/2011	Taxi/Rail/Ferry/Parking/Limo-6449	ADA - Taxi to dinner	Whitless/Henderson Taxi	Whitless/Henderson Taxi	Las Vegas	Cash	\$30.00	No
Allocations :		100.00% (\$30.00) 010001920100						
10/04/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Personal	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$68.00	Yes
10/04/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Airport Parking for Business Leader Mtg	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$44.00	No
Allocations :		100.00% (\$44.00) 010001920100						
09/30/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Bus Ldr Mtg - Airport Parking - will be credited	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$-576.00	No
Allocations :		100.00% (\$-576.00) 010001920100						
09/28/2011	Taxi/Rail/Ferry/Parking/Limo-6449	Bus Ldr Mtg - Airport Parking - will be credited	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$576.00	No
Allocations :		100.00% (\$576.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$3,980.17
Personal Expenses :	366.00
Total Amount Claimed :	\$2,894.17
Amount Approved :	\$2,894.17
Company Disbursements	
Amount Due TSM :	\$50.00
Amount Due Company Card :	\$2,844.17

https://www.concursolutions.com/Expense/Client/print_cpt.asp?type=1000&opt=ALL_EX... 5/22/2018

Total Paid By Company :	\$2,994.17
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$86.00
Total Paid By TSM :	\$86.00

Expense Report
Report Name : HSI Qlty/DTA/Interview/HuFriedy

TSM Name : Sullivan, Timothy J.
 TSM ID : 94081

Report Header
 Policy : HSI
 Business Purpose : Attend Quarterly Review, DTA, HuFriedy Meeting and interview FSC recruit
 Report Id : 4D4264DBEC204591B18A
 Report Date : 11/16/2011
 Approval Status : Approved
 Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/10/2011	Air Travel Fees-Miscellaneous-6410	In flight WiFi - Qlty Review	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						
11/04/2011	Air Travel Fees-Miscellaneous-6410	In flight WiFi - DTA	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$4.95	No
	Allocations :	100.00% (\$4.95) 010001920100						
10/27/2011	Air Travel Fees-Miscellaneous-6410	In flight WiFi - Florida Interview	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						
10/22/2011	Air Travel Fees-Miscellaneous-6410	In flight WiFi - HuFriedy Mtg.	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$9.95	No
	Allocations :	100.00% (\$9.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/10/2011	Airfare-6410	Quarterly Review - Exit Row Seat	AIRTRANA	AIRTRANA	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						

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	Attendees :	Sullivan, Timothy, This TSM						
11/06/2011	Airfare-6410	Quarterly Review - Exit Row Seat	AIRTRANAI 3320117354806	AIRTRANAI 3320117354806	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/03/2011	Airfare-6410	GRY	FRONTIER 4228722445277	FRONTIER 4228722445277	Melville	Corporate Card	\$480.58	No
	Allocations :	100.00% (\$480.58) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/08/2011	Airfare-6410	GRY	AIRTRANAI 3328722445278	AIRTRANAI 3328722445278	Melville	Corporate Card	\$94.70	No
	Allocations :	100.00% (\$94.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/02/2011	Airfare-6410	Attend DTA - Exit Row Seat	AIRTRANAI 3320117055450	AIRTRANAI 3320117055450	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/21/2011	Airfare-6410	Attend HuFriedy Meeting	AIRTRANAI 3328718333352	AIRTRANAI 3328718333352	Melville	Corporate Card	\$151.90	No
	Allocations :	100.00% (\$151.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/20/2011	Airfare-6410	HuFriedy Mtg - Exit Row Seat	AIRTRANAI 3320116365774	AIRTRANAI 3320116365774	Atlanta	Corporate Card	\$20.00	No
	Allocations :	100.00% (\$20.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/19/2011	Airfare-6410	Attend HuFriedy Meeting	AIRTRANAI 3328716861210	AIRTRANAI 3328716861210	Melville	Corporate Card	\$188.20	No
	Allocations :	100.00% (\$188.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
10/18/2011	Airfare-6410	Recruit FGC - Jacob Sigmon	FRONTIER 4228716961122	FRONTIER 4228716961122	Melville	Corporate Card	\$571.60	No
	Allocations :	100.00% (\$571.60) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6415(Customer, Clients)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/07/2011	Business Meals-6415 (Customer, Clients)	ED Class Consultants	COOPER'S HAWK BRKFLD	COOPER'S HAWK BRKFLD	Brockfield	Corporate Card	\$291.30	No
	Allocations :	100.00% (\$291.30) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSL TSM Philhower, Jim, Director MA Dental Sales Leader, TSM Chatham, John, VP Leadership & Development, TSM Straine, Kerry, President, Straine Consulting, Business Guest						
10/27/2011	Business Meals-6415 (Customer, Clients)	FGC Interview	LOEWS HOTELS THE KITCH	LOEWS HOTELS THE KITCH	Orlando	Corporate Card	\$88.70	No
	Allocations :	100.00% (\$88.70) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Reinhardt, Jeff, SC ZGM TSM Sigmon, Jacob, FGC, Atlanta Dental, Business Guest						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/03/2011	Business Meals-6420 (Multiple TSM's only)	DIA	SAMUEL ADAMS BRWHE (B)	SAMUEL ADAMS BRWHE (B)	Washington	Corporate Card	\$61.72	No
		Allocations :	100.00% (\$61.72) 010001920100					
		Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM					
10/20/2011	Business Meals-6420 (Multiple TSM's only)	Hufnedy Mfg.	FRENCH MEADOW 20604004	FRENCH MEADOW 20604054	Milwaukee	Corporate Card	\$20.33	No
		Allocations :	100.00% (\$20.33) 010001920100					
		Attendees :	Sullivan, Timothy, This TSM Chatham, John, VP Leadership & Development, TSM					

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/12/2011	Hotel-6425	Qlty Review	HAMPTON INN NY LAGURAI	HAMPTON INN NY LAGURAI	Melville	Corporate Card	\$220.37	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/10/2011	Hotel Tax-6425	Qlty Review	HAMPTON INN NY LAGURAI	HAMPTON INN NY LAGURAI	Melville	Corporate Card	\$31.37	No
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Allocations : 100.00% (\$31.37) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/10/2011	Hotel-6425	Qlty Review	HAMPTON INN NY LAGURAI	HAMPTON INN NY LAGURAI	Melville	Corporate Card	\$189.00	No
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Allocations : 100.00% (\$189.00) 010001920100

11/11/2011	Hotel-6425	Qlty Review	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$310.45	No
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Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/11/2011	Business Meals-6420 (Multiple TSM's only)	Qlty Review	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$132.97	No
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Allocations : 100.00% (\$132.97) 010001920100

Attendees : Sullivan, Timothy, This TSM
Stack, Dave, TSM

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/10/2011	Hotel Tax-6425	Qlty Review	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$18.48	No
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Allocations : 100.00% (\$18.48) 010001920100

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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11/10/2011	Hotel-6425	Qlty Review			Melville	Corporate Card	\$159.00	No
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
			MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL				
	Allocations :		100.00% (\$159.00) 010001920100					
11/04/2011	Hotel-6425	HSI Quarterly Mtg	HYATT REGENCY WASHINGT	HYATT REGENCY WASHINGT	Washington	Corporate Card	\$634.62	No
Business Meals-6420(Multiple TSM's only)								
11/04/2011	Business Meals-6420 (Multiple TSM's only)	Attend DTA	HYATT REGENCY WASHINGT	HYATT REGENCY WASHINGT	Washington	Corporate Card	\$36.43	No
	Allocations :		100.00% (\$36.43) 010001920100					
	Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
Hotel Tax-6425								
11/02/2011	Hotel Tax-6425	HSI Quarterly Mtg	HYATT REGENCY WASHINGT	HYATT REGENCY WASHINGT	Washington	Corporate Card	\$36.11	No
	Allocations :		100.00% (\$36.11) 010001920100					
11/01/2011	Hotel Tax-6425	HSI Quarterly Mtg	HYATT REGENCY WASHINGT	HYATT REGENCY WASHINGT	Washington	Corporate Card	\$36.11	No
	Allocations :		100.00% (\$36.11) 010001920100					
Hotel-6425								
11/02/2011	Hotel-6425	HSI Quarterly Mtg	HYATT REGENCY WASHINGT	HYATT REGENCY WASHINGT	Washington	Corporate Card	\$249.00	No
	Allocations :		100.00% (\$249.00) 010001920100					
11/01/2011	Hotel-6425	HSI Quarterly Mtg	HYATT REGENCY WASHINGT	HYATT REGENCY WASHINGT	Washington	Corporate Card	\$249.00	No
	Allocations :		100.00% (\$249.00) 010001920100					
Meals Self-6420 (Breakfast/Lunch/Dinner)								
11/01/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA	HYATT REGENCY WASHINGT	HYATT REGENCY WASHINGT	Washington	Corporate Card	\$27.97	No
	Allocations :		100.00% (\$27.97) 010001920100					
Hotel-6425								
10/22/2011	Hotel-6425	HuFriedy Meeting	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$585.60	No
Hotel Tax-6425								
10/20/2011	Hotel Tax-6425				New York		\$77.11	No

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
			HuFriedy Meeting	MARRIOTT 33789 NY MARQ		Corporate Card		
				MARRIOTT 33789 NY MARQ				
			Allocations : 100.00% (\$77.11) 010001920100					
Hotel-6425								
10/20/2011	Hotel-6425		HuFriedy Meeting	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$499.00	No
				MARRIOTT 33789 NY MARQ				
			Allocations : 100.00% (\$499.00) 010001920100					
Meals Self-6420 (Breakfast/Lunch/Dinner)								
10/22/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)		HuFriedy Meeting	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$8.22	No
				MARRIOTT 33789 NY MARQ				
			Allocations : 100.00% (\$8.22) 010001920100					
10/23/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)		HuFriedy Meeting	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$3.27	No
				MARRIOTT 33789 NY MARQ				
			Allocations : 100.00% (\$3.27) 010001920100					
11/11/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)		HSI Quarterly Mtg	DUNKIN #342262 Q35	Flushing	Corporate Card	\$5.81	No
				DUNKIN #342262 Q35				
			Allocations : 100.00% (\$5.81) 010001920100					
11/11/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)		HSI Quarterly Mtg	DUNKIN #342262 Q35	Flushing	Corporate Card	\$5.81	No
				DUNKIN #342262 Q35				
			Allocations : 100.00% (\$5.81) 010001920100					
10/23/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)		HuFriedy Meeting	Marriott	New York	Cash	\$3.27	No
				Marriott				
			Allocations : 100.00% (\$3.27) 010001920100					
10/20/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)		HuFriedy Mtg.	DEL FRISCO'S-N00086207	New York	Corporate Card	\$26.23	No
				DEL FRISCO'S-N00086207				
			Allocations : 100.00% (\$26.23) 010001920100					
Miscellaneous-8550								
10/22/2011	Miscellaneous-8550	Personal Expense	WALGREENS #12021	WALGREENS #12021	Milwaukee	Corporate Card	\$48.10	Yes
10/23/2011	Miscellaneous-8550	Personal Expense	ANTONS SALON AND SPA P	ANTONS SALON AND SPA P	Pewaukee	Corporate Card	\$100.00	Yes
10/21/2011	Miscellaneous-8550	Personal Expense	BUTLER INN OF PEWAUKEE	BUTLER INN OF PEWAUKEE	Pewaukee	Corporate Card	\$47.50	Yes
Taxi/Rail/Ferry/Parking/Limo-6449								
11/11/2011	Taxi/Rail/Ferry/Parking/Limo-6449		Airport Parking - HSI Q4y Review	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$24.00	No
				GENERA MIT INTL AIRQ44				
			Allocations : 100.00% (\$24.00) 010001920100					
11/03/2011	Taxi/Rail/Ferry/Parking/Limo-6449		Airport Parking - DTA	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$80.00	No
				GENERA MIT INTL AIRQ44				
			Allocations : 100.00% (\$80.00) 010001920100					

10/21/2011	Taxi/Rail/Ferry/Parking/Limo- \$449	Airport Parking - Huffreezy Mtg.	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$34.00	No
Allocations :		100.00% (\$34.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$4,170.59
Personal Expenses :	\$195.60
Total Amount Claimed :	\$3,974.99
Amount Approved :	\$3,974.99
Company Disbursements	
Amount Due TSM :	\$3.27
Amount Due Company Card :	\$3,971.72
Total Paid By Company :	\$3,974.99
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$195.60
Total Paid By TSM :	\$195.60

Expense Report
Report Name : GNY, DTA, Cox, Property

TSM Name : Sullivan, Timothy J.
TSM ID : 94681

Report Header

Policy : H&I
Business Purpose : GNY, DTA Event, Dinner with McDonoughs - Property.
Offsite Mtg with John Cox
Report id : 80C852669274485F897E
Report Date : 12/12/2011
Approval Status : Approved
Currency : US Dollar

Air Travel Fees-Miscellaneous-6418

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/01/2011	Air Travel Fees-Miscellaneous-6418	CNY - In flight with	GOOGAAR.COM	GOOGAAR.COM	New York	Corporate Card	\$8.95	No
Allocations :		100.00% (88.50) 010001920100						

Business Meals-6415(Customer, Clients)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/16/2011	Business Meals-6415 (Customer, Clients)	Dinner Meeting with Property	HARBOR HOUSE	HARBOR HOUSE	Milwaukee	Corporate Card	\$475.00	No
Allocations :		100.00% (475.00) 010001820100						
Attendees :		Sullivan, Timothy, This TSM Sullivan, Kay, Business McDonough, Ed, President, Property, Business Guest McDonough, Patrick, Vice of Ed, Property, Business Guest						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/17/2011	Business Meals-6420 (Multiple TSM's only)	Marketing Exchange Meeting	SUBURBAN EATS	SUBURBAN EATS	Waukegan	Corporate Card	\$104.66	No
Allocations :		100.00% (104.66) 010001820100						
Attendees :		Sullivan, Timothy, This TSM Rensch, Paul, TSM Smith, Thomas, TSM Wash, Monique, VP, Property Development, COM Erick, Ron, The Marketing and E. Customer, TSM Baker, Derek, VP, Finance & Capital Markets, TSM Brennecke, Nicole, Director, Strategic Sales Systems, TSM Bridor, George, Vice President, Marketing, TSM						

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/16/2011	Business Meals-6420 (Multiple TSM's only)	Offsite Mtg with John Cox	MC'S IRISH PUB/TOGA	MC'S IRISH PUB/TOGA	Wisconsin	Corporate Card	\$65.11	No
Allocations :		100.00% (65.11) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Cox, John, VP - US Dental Planning, TSM						

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/30/2011	Hotel-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$1,459.79	No
Hotel Tax-6425								
11/20/2011	Hotel Tax-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$82.35	No
Allocations :		100.00% (\$82.35) 010001820100						
11/28/2011	Hotel Tax-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$62.36	No
Allocations :		100.00% (\$62.36) 010001820100						
11/27/2011	Hotel Tax-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$40.34	No
Allocations :		100.00% (\$40.34) 010001820100						
Hotel-6425								
11/29/2011	Hotel-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$399.00	No
Allocations :		100.00% (\$399.00) 010001820100						
11/28/2011	Hotel-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$399.00	No
Allocations :		100.00% (\$399.00) 010001820100						
11/27/2011	Hotel-6425	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$399.00	No
Allocations :		100.00% (\$399.00) 010001820100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
11/29/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$40.12	No
Allocations :		100.00% (\$40.12) 010001820100						
11/28/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	GRY	WESTIN NY AT TIMES SQ	WESTIN NY AT TIMES SQ	New York	Corporate Card	\$35.82	No
Allocations :		100.00% (\$35.82) 010001820100						
12/01/2011	Meals Self-6420 (Breakfast/Lunch/Dinner)	Office Mtg with Client	LOAARPORTRESTAURANTS	LOAARPORTRESTAURANTS	Jamaica	Corporate Card	\$10.38	No
Allocations :		100.00% (\$10.38) 010001820100						
Meetings/Conventions-7310								
11/16/2011	Meetings/Conventions-7310	Registration Fee for OPA Data Event	OPA FOUNDATION	OPA FOUNDATION	Arlington	Corporate Card	\$2,100.00	No
Allocations :		50.00% (\$1,050.00) 010001820100 17.00% (\$357.00) 010001820100 17.00% (\$357.00) 010001820100 16.00% (\$326.00) 010001820100						
Miscellaneous-6456								
04/24/2011	Miscellaneous-6456	Late Fee from April Billing Post by HR	LATE PAYMENT FEE -6200	LATE PAYMENT FEE -6200	Jamaica	Corporate Card	\$118.15	No
Allocations :		100.00% (\$118.15) 010001820100						
Exceptions :		The Transaction Date is Greater than 90 days. Please do more timely in your expense submissions.						
Taxi/Rail/Ferry/Parking/ Limo-6449								
11/09/2011	Taxi/Rail/Ferry/Parking/ Limo-6449	GRY - Airport Parking	GENERAL INTL AIRCARR	GENERAL INTL AIRCARR	Milwaukee	Corporate Card	\$40.00	No

Allocations : 100.00% (\$40.00) 019521826100

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$4,308.74
Personal Expenses :	\$0.00
Total Amount Claimed :	\$4,308.74
Amount Approved :	\$4,308.74
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$4,308.74
Total Paid By Company :	\$4,308.74
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report

Report Name : Budget/GKAS/Dentistry/Utah/CMW

TSM Name : Sullivan, Timothy J.
TSM ID : 94981

Report Header

Policy : HSI
Business Purpose : 2012 Budget Mtg. GKAS, Dentistry NISM HSPB 15 yr anniversary, CMW
Report ID : 8C908120972541C08812F
Report Date : 02/27/2012
Approval Status : Approved
Currency : US Dollar

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
02/02/2012	Air Travel Fees-Miscellaneous-6410	In Flight WiFi - HSPBS	COGGAIR.COM	COGGAIR.COM	Milwaukee	Corporate Card	\$8.96	No	
	Allocations :	100.00% (\$8.96) 010001800100							
02/20/2012	Airfare-6410	Special Meeting NISM	AIRTRANA 5828748501083	AIRTRANA 5828748501083	Meville	Corporate Card	\$478.10	No	
	Allocations :	100.00% (\$478.10) 010001800100							
	Attendees :	Sullivan, Timothy, This TSM							
02/09/2012	Airfare-6410	Dentistry Meet - Seat Upgrade	AMERICAN 0010632402893	AMERICAN 0010632402893	Dallas	Corporate Card	\$75.00	No	
	Allocations :	100.00% (\$75.00) 010001800100							
	Attendees :	Sullivan, Timothy, This TSM							
02/08/2012	Airfare-6410	Dentistry NISM - Flight Changed - no receipt	AMERICAN 0010632402893	AMERICAN 0010632402893	Dallas	Corporate Card	\$150.00	No	
	Allocations :	100.00% (\$150.00) 010001800100							
	Attendees :	Sullivan, Timothy, This TSM							
01/30/2012	Airfare-6410	Dentistry Meet	AMERICAN 0010632402893	AMERICAN 0010632402893	Milwaukee	Corporate Card	\$315.10	No	
	Allocations :	100.00% (\$315.10) 010001800100							
	Attendees :	Sullivan, Timothy, This TSM							
01/18/2012	Airfare-6410	Utah High Anniversary	FRONTIER 4020157134788	FRONTIER 4020157134788	Meville	Corporate Card	\$170.00	No	
	Allocations :	100.00% (\$170.00) 010001800100							
	Attendees :	Sullivan, Timothy, This TSM							
	Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
02/18/2012	Business Meals-6420 (Multiple TSM's only)	HSPB 15th Anniversary Trip	SNOWBIRDSRESORTLODGEES	SNOWBIRDSRESORTLODGEES	Salt Lake City	Corporate Card	\$84.45	No	

Attendees : Sullivan, Timothy, This TSM
 Gomez, Kathy, Dir, Human Resources, TSM

02/16/2012 Business Meals-6420 (Multiple TSM's only) HSPS 15th Anniversary Trip SNOWBIRDRESORTLOC658 SNOWBIRDRESORTLOC658 Salt Lake City Corporate Card \$62.50 No

Allocations : 100.00% (\$62.50) 010001620100

Attendees : Sullivan, Timothy, This TSM
 Gomez, Kathy, Dir, Human Resources, TSM

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/19/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSPS 15th Anniversary Trip	SNOWBIRDRESORTLOC658	SNOWBIRDRESORTLOC658	Salt Lake City	Corporate Card	\$17.10	Yes
02/17/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSPS 15th Anniversary Trip	SNOWBIRDRESORTLOC658	SNOWBIRDRESORTLOC658	Salt Lake City	Corporate Card	\$10.75	No
	Allocations :	100.00% (\$10.75) 010001620100						
02/16/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSPS 15th Anniversary Trip	SNOWBIRDRESORTLOC658	SNOWBIRDRESORTLOC658	Salt Lake City	Corporate Card	\$3.75	No
	Allocations :	100.00% (\$3.75) 010001620100						

Business Meals-6420 (Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/08/2012	Business Meals-6420 (Multiple TSM's only)	Danaher Crankshaft Meeting	APPLEBEES 675463697544	APPLEBEES 675463697544	West Aills	Corporate Card	\$44.01	No
	Allocations :	100.00% (\$44.01) 010001620100						
	Attendees :	Sullivan, Timothy, This TSM Black, Duane, TSM Peller, Shawn, GM, System Business Guest						
01/25/2012	Business Meals-6420 (Multiple TSM's only)	Lunch Meeting with Jack Darter	APPLEBEES 675463697544	APPLEBEES 675463697544	West Aills	Corporate Card	\$47.18	No
	Allocations :	100.00% (\$47.18) 010001620100						
	Attendees :	Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Carter, Jeff, DTSM, TSM						

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/02/2012	Corporate Car Service-6411 (All Star Only)	CKAS Car Service - to airport	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$148.10	No
	Allocations :	100.00% (\$148.10) 010001620100						
	Attendees :	Sullivan, Timothy, This TSM						
02/03/2012	Corporate Car Service-6411 (All Star Only)	CKAS Car Service - to USA	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$151.08	No
	Allocations :	100.00% (\$151.08) 010001620100						
	Attendees :	Sullivan, Timothy, This TSM						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/25/2012	Hotel-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$1,078.18	No
	Hotel Tax-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$65.98	No
	Allocations :	100.00% (\$65.98) 010001620100						
02/23/2012	Hotel Tax-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$86.88	No
	Allocations :	100.00% (\$86.88) 010001620100						
02/22/2012	Hotel Tax-6425	GMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$85.88	No
	Allocations :	100.00% (\$85.88) 010001620100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/24/2012	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	5400.00	No
	Allocations :	100.00%	(5400.00)	010001920100				
02/23/2012	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	5400.00	No
	Allocations :	100.00%	(5400.00)	010001920100				
02/22/2012	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	5400.00	No
	Allocations :	100.00%	(5400.00)	010001920100				
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/23/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	528.24	No
	Allocations :	100.00%	(528.24)	010001920100				
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
02/23/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	544.07	No
	Allocations :	100.00%	(544.07)	010001920100				
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
02/22/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	538.90	No
	Allocations :	100.00%	(538.90)	010001920100				
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
02/22/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	531.81	No
	Allocations :	100.00%	(531.81)	010001920100				
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
02/21/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	538.46	No
	Allocations :	100.00%	(538.46)	010001920100				
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/04/2012	Hotel-6425	Dinner after DTA Mgt - no receipt	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	5268.27	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/02/2012	Hotel Tax-6425	Dinner after DTA Mgt - no receipt	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	532.77	No
	Allocations :	100.00%	(532.77)	010001820100				
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/02/2012	Hotel-6425	Dinner after DTA Mgt - no receipt	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	5229.00	No
	Allocations :	100.00%	(5229.00)	010001820100				
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Dinner after DTA Mgt - no receipt	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	89.08	No
	Allocations :	100.00%	(89.08)	010001820100				
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/01/2012	Hotel-6425		MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville		5249.89	No

			2012 Budget Meeting			Corporate Card			
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
01/19/2012	Business Meals-6420 (Multiple TSM's only)	2012 Budget Meeting	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	164.34	No	
Allocations :			100.00% (\$164.34) 01/001920100						
Approver(s) :			Subvan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Hirsch, Paul, TSM Chelms, John, VP Leadership & Development, TSM						
Hotel Tax-6425									
01/19/2012	Hotel Tax-6425	2012 Budget Meeting	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$19.65	No	
Allocations :			100.00% (\$19.65) 01/001920100						
Hotel-6425									
01/19/2012	Hotel-6425	2012 Budget Meeting	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	0169.00	No	
Allocations :			100.00% (\$169.00) 01/001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)									
02/23/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	SAVOR-MCCORMICK PLACE	SAVOR-MCCORMICK PLACE	Chicago	Corporate Card	\$1.78	No	
Allocations :			100.00% (\$1.78) 01/001920100						
02/12/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Dinner after DT&Mtg	675 LOUISRE	675 LOUISRE	Chicago	Corporate Card	126.09	No	
Allocations :			100.00% (\$126.09) 01/001920100						
07/19/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSP's 10th Anniversary	DENVER CHOP HC02108489	DENVER CHOP HC02108489	Denver	Corporate Card	102.85	No	
Allocations :			100.00% (\$102.85) 01/001920100						
02/09/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Dentally NSM	BEAJOEVIN 024 10140920	BEAJOEVIN 024 10140920	Miami	Corporate Card	801.44	No	
Allocations :			100.00% (\$801.44) 01/001920100						
02/07/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Dentally NSM	FRENCH MEADOW 20664054	FRENCH MEADOW 20664054	Miami	Corporate Card	112.52	No	
Allocations :			100.00% (\$112.52) 01/001920100						
02/03/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GRAS - no receipt	LAGUARDIA ALIBONPAIN 78	LAGUARDIA ALIBONPAIN 78	New York	Corporate Card	212.05	No	
Allocations :			100.00% (\$212.05) 01/001920100						
02/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GRAS in NY	MARRIOTT 03783 NY MARI	MARRIOTT 03783 NY MARI	New York	Corporate Card	\$7.01	No	
Allocations :			100.00% (\$7.01) 01/001920100						
02/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GRAS in NY	MIKE ALTERRA COFFEE C	MIKE ALTERRA COFFEE C	Milwaukee	Corporate Card	35.15	No	
Allocations :			100.00% (\$35.15) 01/001920100						
Meetings/Conventions-7310									
02/06/2012	Meetings/Conventions-7310	Attend CIA Conf - 6th Step	DENTAL TRADE ALLIANCE	DENTAL TRADE ALLIANCE	Arlington	Corporate Card	8100.00	No	
Allocations :			100.00% (\$8100.00) 01/001920100						
Taxi/Rail/Ferry/Parking/Limo-6448									
01/23/2012	Taxi/Rail/Ferry/Parking/Limo-6448	Taxi to John O'Neill's 37th Anniversary Party	GO YELLOW CAB	GO YELLOW CAB	Chicago	Corporate Card	140.80	No	
Allocations :			100.00% (\$140.80) 01/001920100						
02/27/2012			GLENE TAXI INC	GLENE TAXI INC	Chicago		148.00	No	

	Taxi/Rail/Ferry/Parking/Limo-6443	Taxi w/Dave Beck in Hudson (Buses - no receipt)			Corporate Card			
	Allocations :	100.00% (\$15.88) 010001920100						
02/12/2012	Taxi/Rail/Ferry/Parking/Limo-6443	OTA Mtg Yellow Cab	Yellow Cab		Chicago	Cash	\$10.25	No
	Allocations :	100.00% (\$15.25) 010001920100						
02/12/2012	Taxi/Rail/Ferry/Parking/Limo-6443	Taxi to DTA Board Meeting - no receipt	YELLOW CAB	YELLOW CAB	Chicago	Corporate Card	\$15.00	No
	Allocations :	100.00% (\$15.25) 010001920100						
02/21/2012	Taxi/Rail/Ferry/Parking/Limo-6443	Taxi from DTA Board Meeting	YELLOW CAB	YELLOW CAB	Chicago	Corporate Card	\$15.00	No
	Allocations :	100.00% (\$15.00) 010001920100						
02/19/2012	Taxi/Rail/Ferry/Parking/Limo-6443	Airport Parking - HEPF 15th Anniversary	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$60.00	No
	Allocations :	100.00% (\$60.00) 010001920100						
02/08/2012	Taxi/Rail/Ferry/Parking/Limo-6443	Airport Parking - Dentistry NEM	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$48.00	No
	Allocations :	100.00% (\$48.00) 010001920100						
02/05/2012	Taxi/Rail/Ferry/Parking/Limo-6443	Airport Parking for QMAS in NY	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$40.00	No
	Allocations :	100.00% (\$40.00) 010001920100						
02/03/2012	Taxi/Rail/Ferry/Parking/Limo-6443	CMV - no receipt	Yellow Cab	Yellow Cab	New York	Cash	\$18.00	No
	Allocations :	100.00% (\$18.00) 010001920100						
01/03/2012	Taxi/Rail/Ferry/Parking/Limo-6443	2012 Budget Mtg - No Receipt Received Electronically	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$44.00	No
	Allocations :	100.00% (\$44.00) 010001920100						
Totals-6444								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/04/2012	Tolls-6444	CMV	Illinois State Toll	Illinois State Toll		Cash	\$1.90	No
	Allocations :	100.00% (\$1.90) 010001920100						
02/12/2012	Tolls-6444	CMV	Illinois State Toll	Illinois State Toll	Chicago	Cash	\$1.90	No
	Allocations :	100.00% (\$1.90) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$3,815.54
Personal Expenses :	\$17.10
Total Amount Claimed :	\$3,498.44
Amount Approved :	\$3,498.44
Company Disbursements	
Amount Due TSM :	\$35.00
Amount Due Company Card :	\$4,454.19
Total Paid By Company :	\$4,489.19
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$17.10
Total Paid By TSM :	\$17.10

Expense Report
Report Name : YPO,Opera,3M,Mgmt Mtg/SP NSM,DTA

TSM Name : Sullivan, Timothy J
TSM ID : 94081

Report Header

Policy : H&I
Business Purpose : YPO, Opera, 3M, HSI Mgmt Mtg., Special Markets
NEM, DTA, Exec. Review
Report ID : 8203A218D3B8E8B8C8C00
Report Date : 08/10/2012
Approval Status : Approved
Currency : US, Dollar

Airfare-6410								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/12/2012	Airfare-6410	ODA	UNITED 0167052451845	UNITED 0167052451845	Minneapolis	Corporate Card	5482.70	No
	Allocations :	100.00% (5482.70) 010001950100						
	Attendees :	Sullivan, Timothy, This TSM						
04/04/2012	Airfare-6410	Mailing w/ JB	AIRTRANA 3327049961048	AIRTRANA 3327049961048	Mobile	Corporate Card	838.10	No
	Allocations :	100.00% (838.10) 010001950100						
	Attendees :	Sullivan, Timothy, This TSM						
04/03/2012	Airfare-6410	Opera - 3M - Baggage Pass	DELTA 6086286497396	DELTA 6086286497396	Atlanta	Corporate Card	160.00	No
	Allocations :	100.00% (160.00) 010001950100						
	Attendees :	Sullivan, Timothy, This TSM						
04/03/2012	Airfare-6410	DTA - Washington DC	AIRTRANA 3327049961008	AIRTRANA 3327049961008	Mobile	Corporate Card	890.10	No
	Allocations :	100.00% (890.10) 010001950100						
	Attendees :	Sullivan, Timothy, This TSM						
03/22/2012	Airfare-6410	Opera - 3M - Bus Pass Seating	AIRTRANA 3320123776116	AIRTRANA 3320123776116	Atlanta	Corporate Card	620.00	No
	Allocations :	100.00% (620.00) 010001950100						
	Attendees :	Sullivan, Timothy, This TSM						
03/20/2012	Airfare-6410	3M Event	AIRTRANA 3327043304677	AIRTRANA 3327043304677	Mobile	Corporate Card	3141.80	No
	Allocations :	100.00% (3141.80) 010001950100						
	Attendees :	Sullivan, Timothy, This TSM						
Business Meals-6415(Customer, Clients)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/08/2012	Business Meals-6415 (Customer, Clients)	POCO Pouch Dinner	EDDIE MARTINS IN	EDDIE MARTINS IN	Minneapolis	Corporate Card	517.86	No
	Allocations :	100.00% (517.86) 010001950100						
	Attendees :	Sullivan, Timothy, This TSM Frank Devo, TSM Charles Kern, WC ZSM, TSM O'Donohue, Pat, POCO Repul, POCO, Business Guest						

Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/25/2012	Business Meals-6420 (Multiple TSM's only)	Coffee with Stanley	Starbucks	Starbucks	Fort Myers	Cash	10.70	No
	Allocations :	100.00% (\$8.75) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Sullivan, Key, Spouse						
03/25/2012	Business Meals-6420 (Multiple TSM's only)	Coffee with Stanley	Starbucks	Starbucks	Fort Myers	Cash	116.47	No
	Allocations :	100.00% (\$18.47) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Sullivan, Key, Spouse						
03/26/2012	Business Meals-6420 (Multiple TSM's only)	Dinner w/ FSC	BLACKSTONE STEAKHOUSE	BLACKSTONE STEAKHOUSE	Meville	Corporate Card	620.91	No
	Allocations :	100.00% (\$208.91) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Schayowitz, Mary, FSC, TSM						
03/26/2012	Business Meals-6420 (Multiple TSM's only)	Coffee with Stanley	Starbucks	Starbucks	Fort Myers	Cash	110.91	No
	Allocations :	100.00% (\$10.91) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Sullivan, Key, Spouse						
03/22/2012	Business Meals-6420 (Multiple TSM's only)	Lunch meeting w/ Kevin Bantson	APPLEBEE'S 075463887544	APPLEBEE'S 075463887544	West Ala	Corporate Card	190.89	No
	Allocations :	100.00% (\$30.89) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Gonzalez, Kevin, Director, TSM						
03/07/2012	Business Meals-6420 (Multiple TSM's only)	Medical NSM	MARRIOTT SANIBEL RESRTS	MARRIOTT SANIBEL RESRTS	Fort Myers	Corporate Card	1113.80	No
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM						
03/05/2012	Business Meals-6420 (Multiple TSM's only)	Medical NSM	MARRIOTT SANIBEL RESRTS	MARRIOTT SANIBEL RESRTS	Fort Myers	Corporate Card	360.72	No
	Allocations :	100.00% (\$80.72) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/06/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Medical NSM	MARRIOTT SANIBEL RESRTS	MARRIOTT SANIBEL RESRTS	Fort Myers	Corporate Card	103.08	No
	Allocations :	100.00% (\$13.08) 010001920100						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/17/2012	Business Meals-6420 (Multiple TSM's only)	Special Markets NSM	MARRIOTT SANIBEL RESRTS	MARRIOTT SANIBEL RESRTS	Fort Myers	Corporate Card	1111.05	No
	Allocations :	100.00% (\$111.05) 010000831100						
	Attendees :	Sullivan, Timothy, This TSM Hawking, Jim, SVP, Chief Technology Officer, TSM						

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/18/2012	Corporate Car Service-6411 (All Star Only)	HSNCHC/091 Mega	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Meville	Corporate Card	1100.00	No
	Allocations :	100.00% (\$100.00) 010000100100						
	Attendees :	Sullivan, Timothy, This TSM						
04/14/2012	Corporate Car Service-6411 (All Star Only)	Meeting with Jim Brestawski	ALL STAR LIMOUSINE BHP	ALL STAR LIMOUSINE BHP	New York	Corporate Card	647.20	No
	Allocations :	100.00% (\$87.28) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/18/2012	Corporate Car Service-6411 (All Star Only)	Meeting with Jim Brestawski	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE BHP	Meville	Corporate Card	647.84	No
	Allocations :	100.00% (\$83.84) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

09/28/2012	Corporate Car Service-6411 (All Star Only)	NEI Management Meeting - Melville	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$98.84	No
Allocations :		100.00% (\$98.84) 010001920100						
Attendees :		Sullivan, Timothy, The TSM						
09/27/2012	Corporate Car Service-6411 (All Star Only)	Opera - 3M	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$154.85	No
Allocations :		100.00% (\$154.85) 010001920100						
Attendees :		Sullivan, Timothy, The TSM Sullivan, Kay, Spouse						
09/27/2012	Corporate Car Service-6411 (All Star Only)	NEI Management Meeting - Melville	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$173.88	No
Allocations :		100.00% (\$173.88) 010001920100						
Attendees :		Sullivan, Timothy, The TSM Sullivan, Kay, Spouse						
09/27/2012	Corporate Car Service-6411 (All Star Only)	NEI Mgmt	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$87.80	No
Allocations :		100.00% (\$87.80) 010001920100						
Attendees :		Sullivan, Timothy, The TSM						

Does/Subscriptions-6450

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/08/2012	Does/Subscriptions-6450	YPO International Membership Renewal	YPO INTL, IRVING, TX, US	YPO INTL, IRVING, TX, US	Irving	Corporate Card	\$1,000.00	No
Allocations :		100.00% (\$1,000.00) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/14/2012	Hotel-6425	Meeting with Jim Breslawski	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$228.89	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/13/2012	Hotel Tax-6425	Meeting with Jim Breslawski	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$18.85	No
Allocations :		100.00% (\$18.85) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/13/2012	Hotel-6425	Meeting with Jim Breslawski	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$199.00	No
Allocations :		100.00% (\$199.00) 010001920100						

Meals Self-6428 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/13/2012	Meals Self-6428 (Breakfast/Lunch/Dinner)	Meeting with Jim Breslawski	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$31.84	No
Allocations :		100.00% (\$31.84) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/09/2012	Hotel-6425	NO Event	RENAISSANCE HOTELS 987	RENAISSANCE HOTELS 987	Annex	Corporate Card	\$208.88	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/09/2012	Hotel Tax-6425	NO Event	RENAISSANCE HOTELS 987	RENAISSANCE HOTELS 987	Annex	Corporate Card	\$20.43	No

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
Allocations : 100.00% (\$24.44) 010001920100 Hotel-6425								
04/03/2012	Hotel-6425	SM Event	RENAISSANCE HOTELS 667	RENAISSANCE HOTEL S 667	Atlanta	Corporate Card	\$100.00	No
Allocations : 100.00% (\$100.00) 010001920100 Meals Self-6420 (Breakfast/Lunch/Dinner)								
04/03/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	SM Event	RENAISSANCE HOTELS 667	RENAISSANCE HOTEL S 667	Atlanta	Corporate Card	\$24.44	No
Allocations : 100.00% (\$24.44) 010001920100 Hotel-6425								
04/04/2012	Hotel-6425	HSD Exec	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$207.40	No
Allocations : 100.00% (\$207.40) 010001920100 Hotel Tax-6425								
04/02/2012	Hotel Tax-6425	HSD Exec	MARRIOTT HOTEL S MEL VL	MARRIOTT HOTEL S MEL VL	Melville	Corporate Card	\$19.66	No
Allocations : 100.00% (\$19.66) 010001920100 Hotel-6425								
04/02/2012	Hotel-6425	HSD Exec	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$103.00	No
Allocations : 100.00% (\$103.00) 010001920100 Meals Self-6420 (Breakfast/Lunch/Dinner)								
04/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSD Exec	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$18.75	No
Allocations : 100.00% (\$18.75) 010001920100 Hotel-6425								
03/28/2012	Hotel-6425	HSE Management Meeting - Melville	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$177.00	No
Allocations : 100.00% (\$177.00) 010001920100 Hotel Tax-6425								
03/28/2012	Hotel Tax-6425	HSE Management Meeting - Melville	MARRIOTT HOTEL S MELVL	MARRIOTT HOTEL S MELVL	Melville	Corporate Card	\$16.66	No
Allocations : 100.00% (\$16.66) 010001920100 Hotel-6425								
03/28/2012	Hotel-6425	HSE Management Meeting - Melville	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$19.66	No
Allocations : 100.00% (\$19.66) 010001920100 Hotel-6425								
03/28/2012	Hotel-6425	HSE Management Meeting - Melville	MARRIOTT HOTELS MELVL	MARRIOTT HOTELS MELVL	Melville	Corporate Card	\$100.00	No
Allocations : 100.00% (\$100.00) 010001920100 Hotel-6425								

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

03/25/2012	Hotel-6425	HSI Management Meeting - Mar 25	MARRIOTT HOTELS MEEVL	MARRIOTT HOTELS MEEVL	Melville	Corporate Card	\$189.00	No	
Allocations :		100.00% (\$189.00) 010001920100							
04/06/2012	Hotel-6425	Opera - 3M	MARRIOTT 93789 NY MARG	MARRIOTT 93789 NY MARG	New York	Corporate Card	\$600.00	No	
Hotel Tax-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/25/2012	Hotel Tax-6425	Opera - 3M	MARRIOTT 93789 NY MARG	MARRIOTT 93789 NY MARG	New York	Corporate Card	\$58.86	No	
Allocations :		100.00% (\$58.86) 010001920100							
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
03/25/2012	Hotel-6425	Opera - 3M	MARRIOTT 93789 NY MARG	MARRIOTT 93789 NY MARG	New York	Corporate Card	\$389.50	No	
Allocations :		100.00% (\$389.50) 010001920100							
Meals Self-6425 (Breakfast/Lunch/Dinner)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
04/06/2012	Meals Self-6425 (Breakfast/Lunch/Dinner)	Opera - 3M	MARRIOTT 93789 NY MARG	MARRIOTT 93789 NY MARG	New York	Corporate Card	\$60.70	No	
Allocations :		100.00% (\$60.70) 010001920100							
03/24/2012	Meals Self-6425 (Breakfast/Lunch/Dinner)	Opera - 3M	MARRIOTT 93789 NY MARG	MARRIOTT 93789 NY MARG	New York	Corporate Card	20.80	No	
Allocations :		100.00% (\$20.80) 010001920100							
Internet-6245									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
04/18/2012	Internet-6245	RTP	GOODAIR.COM	GOODAIR.COM		Corporate Card	\$9.95	No	
Allocations :		100.00% (\$9.95) 010001920100							
04/07/2012	Internet-6245	3M Event - Right to Choose - no receipt	GOODAIR.COM	GOODAIR.COM		Corporate Card	\$4.85	No	
Allocations :		100.00% (\$4.85) 010001920100							
04/03/2012	Internet-6245	Exec Review - Melville	GOODAIR.COM	GOODAIR.COM	Melville	Corporate Card	\$3.95	No	
Allocations :		100.00% (\$3.95) 010001920100							
03/28/2012	Internet-6245	HSI Management Meeting - Melville	GOODAIR.COM	GOODAIR.COM	Melville	Corporate Card	\$9.95	No	
Allocations :		100.00% (\$9.95) 010001920100							
Meals Self-6425 (Breakfast/Lunch/Dinner)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
04/18/2012	Meals Self-6425 (Breakfast/Lunch/Dinner)	RTP	LAST CALL SOUTH QSB	LAST CALL SOUTH QSB	Atlanta	Corporate Card	\$12.88	No	
Allocations :		100.00% (\$12.88) 010001920100							
04/18/2012	Meals Self-6425 (Breakfast/Lunch/Dinner)	RTP	MKE PIZZERIA PICCOLA	MKE PIZZERIA PICCOLA	Milwaukee	Corporate Card	\$4.52	No	
Allocations :		100.00% (\$4.52) 010001920100							
04/16/2012	Meals Self-6425 (Breakfast/Lunch/Dinner)	3M Event - Right to Choose - no receipt	MPE ALTERRA COFFEE C	MPE ALTERRA COFFEE C	Milwaukee	Corporate Card	\$11.10	No	
Allocations :		100.00% (\$11.10) 010001920100							
04/14/2012	Meals Self-6425 (Breakfast/Lunch/Dinner)	Meeting with Jim Brudwick	LEGARIPORI RESTAURANTE	LEGARIPORI RESTAURANTE	Jamaica	Corporate Card	\$2.28	No	
Allocations :		100.00% (\$2.28) 010001920100							
04/06/2012	Meals Self-6425 (Breakfast/Lunch/Dinner)	3M Event	TAYLORND AUGUSTA	TAYLORND AUGUSTA	Augusta	Corporate Card	\$9.10	No	
Allocations :		100.00% (\$9.10) 010001920100							
04/04/2012		3M Event	QUINNOS CONC 01920717	QUINNOS CONC 01920717	Atlanta		\$3.20	No	

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
	Meals Self-6420 (Breakfast/Lunch/Dinner)					Corporate Card		
04/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Management Meeting	MKE PIZZERIA PIZZERIA	MKE PIZZERIA PIZZERIA	Milwaukee	Corporate Card	\$4.25	No
	Allocations :							
04/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSE Mgmt	MKE ALTEERRA COFFEE C.	MKE ALTEERRA COFFEE C.	Milwaukee	Corporate Card	\$4.25	No
	Allocations :							
03/28/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSE Mgmt	LORAINPORTRESTAURANTS	LORAINPORTRESTAURANTS	Jamaica	Corporate Card	\$2.58	No
	Allocations :							
03/28/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSE Mgmt receipt	MARIPOLLO 13788 NY MARO	MARIPOLLO 13788 NY MARO	New York	Corporate Card	\$4.78	No
	Allocations :							
Taxi/Fair/Ferry/Parking/Limo-6449								
04/15/2012	Taxi/Fair/Ferry/Parking/Limo-6449	Meeting with Jim	GENERA MIT INTL AIR044	GENERA MIT INTL AIR044	Milwaukee	Corporate Card	\$30.00	No
	Allocations :							
04/03/2012	Taxi/Fair/Ferry/Parking/Limo-6449	OperatExec Forum/CM	LIMBUSINES INC	LIMBUSINES INC	Milwaukee	Corporate Card	\$77.29	No
	Allocations :							
03/27/2012	Taxi/Fair/Ferry/Parking/Limo-6449	HSE Management Meeting - Mobile	GENERA MIT INTL AIR044	GENERA MIT INTL AIR044	Milwaukee	Corporate Card	\$60.00	No
	Allocations :							
03/25/2012	Taxi/Fair/Ferry/Parking/Limo-6449	OperatExec Forum/CM	FARMINGDALE 080006446	FARMINGDALE 080006446	Farmingdale	Corporate Card	\$11.00	No
	Allocations :							
03/25/2012	Taxi/Fair/Ferry/Parking/Limo-6449	OperatExec Forum/CM	FARMINGDALE 080006446	FARMINGDALE 080006446	Farmingdale	Corporate Card	\$8.75	No
	Allocations :							
03/25/2012	Taxi/Fair/Ferry/Parking/Limo-6449	Opera with Stanley			Fort Myers	Cash	\$85.50	No
	Allocations :							
03/25/2012	Taxi/Fair/Ferry/Parking/Limo-6449	Opera with Stanley			Fort Myers	Cash	\$45.00	No
	Allocations :							
03/24/2012	Taxi/Fair/Ferry/Parking/Limo-6449	Opera - SM	NYC TAXI ODRMT	NYC TAXI ODRMT		Corporate Card	\$8.89	No
	Allocations :							

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$7,729.98
Personal Expenses :	\$0.00
Total Amount Claimed :	\$7,729.98
Amount Approved :	\$7,729.98
Company Disbursements	
Amount Due TSM :	\$103.91
Amount Due Company Card :	\$7,685.25
Total Paid By Company :	\$7,729.98
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : RTP, Spring/Fall DTA

TSM Name : Sullivan, Timothy J
 TSM ID : 94081

Report Header

Policy : HSI
Business Purpose : RTP Expenses, Spring DTA, Fall DTA hotel confirmation
Report id : 850C9A184BBC42F0839D
Report Date : 05/15/2012
Approval Status : Approved
Currency : US, Dollar

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/27/2012	Airfare-6410	Speak at HIR GM Development Mtg	AIRTRANA 3327056202965	AIRTRANA 3327056202965	Melville	Corporate Card	\$278.10	No
Allocations :		100.00% (\$278.10) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/02/2012	Business Meals-6420 (Multiple TSM's only)	Events Discussion	SINGHA THAI RESTAURANT	SINGHA THAI RESTAURANT	West Hills	Corporate Card	\$40.56	No
Allocations :		100.00% (\$40.56) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Cook, Carl, Lead Specialist - Eq & Tech, TSM Poole, Kim, Events Coordinator, GE Medical, Business Guest						
04/22/2012	Business Meals-6420 (Multiple TSM's only)	RTP	SBARRO	SBARRO	New York	Corporate Card	\$30.00	No
Allocations :		100.00% (\$30.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Sullivan, Kay, Spouse						
04/22/2012	Business Meals-6420 (Multiple TSM's only)	RTP	FOX SPORTS 12200036	FOX SPORTS 12200036	Charlotte	Corporate Card	\$38.28	No
Allocations :		100.00% (\$38.28) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Porro, Michael, Director, TSM Sullivan, Kay, Spouse						

04/20/2012 Business Meals-6420 RTP FIRST IN FIRST IN Charlotte Corporate \$85.99 No
 (Multiple TSM's only) FLIGH12200010 FLIGH12200010
 Allocations : 100.00% (\$85.99) 010001920100
 Attendees : Sullivan, Timothy, This TSM
 Peterson, Chris, Director - Support & Admin. H&D, TSM
 Porc, Michael, Director, TSM
 Sullivan, Kay, Spouse

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/09/2012	Corporate Car Service-6411 (All Star Only)	DTA - Washington DC	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Washington	Corporate Card	\$98.00	No
	Allocations :	100.00% (\$98.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/28/2012	Corporate Car Service-6411 (All Star Only)	DTA - Washington DC	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Washington	Corporate Card	\$78.00	No
	Allocations :	100.00% (\$78.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Donations-8210

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/30/2012	Donations-8210	Annual donation - Prophy Cup - SIU School of Dental Medicine	SIUE FOUNDATION	SIUE FOUNDATION	Alton	Corporate Card	\$1,000.00	No
	Allocations :	100.00% (\$1,000.00) 010001920100						
	Exceptions :	Copies of receipts must be forwarded to Accounts Payable						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/09/2012	Hotel-6425	Room Deposit for Fall DTA	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$295.65	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/09/2012	Hotel Tax-6425	Room Deposit for DTA	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$36.65	No
	Allocations :	100.00% (\$36.65) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/09/2012	Hotel-6425	Room Deposit for DTA	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$260.00	No
	Allocations :	100.00% (\$260.00) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/25/2012	Hotel-6425	DTA - Washington DC	THE MADISON	THE MADISON	Washington	Corporate Card	\$322.34	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)

04/24/2012	Hotel-6425	DTA - Washington DC	THE MADISON	THE MADISON	Washington	Corporate Card	\$36.44	No	
		Allocations : 100.00% (\$36.44) 010001920100							
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
04/24/2012	Hotel-6425	DTA - Washington DC	THE MADISON	THE MADISON	Washington	Corporate Card	\$251.30	No	
		Allocations : 100.00% (\$251.30) 010001920100							
Meals Self-6420 (Breakfast/Lunch/Dinner)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
04/24/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA - Washington DC	THE MADISON	THE MADISON	Washington	Corporate Card	\$34.60	No	
		Allocations : 100.00% (\$34.60) 010001920100							
05/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA	Longworth Cafe	Longworth Cafe	West Allis	Cash	\$4.35	No	
		Allocations : 100.00% (\$4.35) 010001920100							
04/25/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA	SAMUEL ADAMS BREWERY (S)	SAMUEL ADAMS BREWERY (S)	Washington	Corporate Card	\$24.00	No	
		Allocations : 100.00% (\$24.00) 010001920100							
04/24/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	DTA	CHILI'S DBE MK20608188	CHILI'S DBE MK20608188	Milwaukee	Corporate Card	\$7.09	No	
		Allocations : 100.00% (\$7.09) 010001920100							
Taxi/Rail/Ferry/Parking/Limo-6449									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
04/25/2012	Taxi/Rail/Ferry/Parking/Limo-6449	DTA	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$44.00	No	
		Allocations : 100.00% (\$44.00) 010001920100							
04/22/2012	Taxi/Rail/Ferry/Parking/Limo-6449	RTP Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$60.00	No	
		Allocations : 100.00% (\$60.00) 010001920100							

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$2,495.36
Personal Expenses :	\$0.00
Total Amount Claimed :	\$2,495.36
Amount Approved :	\$2,495.36
Company Disbursements	
Amount Due TSM :	\$4.35
Amount Due Company Card :	\$2,491.01
Total Paid By Company :	\$2,495.36
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : Summit Dental,OHAB,HSI Qtly,GM

TSM Name : Sullivan, Timothy J.
 TSM ID : 94081

Report Header

Policy : HSI
 Business Purpose : Attend HSI Qtly, OHAB, Summit Dental meeting with Brandon Weller, speak at GM Development Mtg, business Meetings
 Report Id : 44A2964684734808AF5C
 Report Date : 05/30/2012
 Approval Status : Approved
 Currency : US, Dollar

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/11/2012	Airfare-6410	HSI Qtly & OHAB	AIRTRANAI 3327060404268	AIRTRANAI 3327060404268	Melville	Corporate Card	\$539.30	No
	Allocations :	100.00% (\$539.30) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
05/11/2012	Airfare-6410	HSI Qtly & OHAB	AIRTRANAI 3327060404267	AIRTRANAI 3327060404267	Melville	Corporate Card	\$206.30	No
	Allocations :	100.00% (\$206.30) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/23/2012	Business Meals-6420 (Multiple TSM's only)	Business Discussion	PALLAS	PALLAS	West Attis	Corporate Card	\$43.88	No
	Allocations :	100.00% (\$43.88) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
05/22/2012	Business Meals-6420 (Multiple TSM's only)	AZ Region Lunch Meeting	Legend at Brandybrook	Legend at Brandybrook	Waukesha	Cash	\$71.66	No
	Allocations :	100.00% (\$71.66) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM						

Quinn, Frank, DTS, TSM
Gauzza, Keith, Business Development Mgr, TSM

05/22/2012	Business Meets-6420 (Multiple TSM's only)	A2 Region Dinner Meeting	Legend at Brandybrook	Legend at Brandybrook	Waukesha	Cash	\$121.27	No
Allocations :		100.00% (\$121.27) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Steck, Dave, TSM Cavaratta, Joe, Director & GM, TSM Quinn, Frank, DTS, TSM Gauzza, Keith, Business Development Mgr, TSM						

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/19/2012	Corporate Car Service-6411 (All Star Only)	CHAB Meeting	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$226.80	No
Allocations :		100.00% (\$226.80) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Berg, Dr. Joel, CHAB Advisor, Unknown, Business Guest Dolanski, Bernard, CHAB Advisor, Unknown, Business Guest						
05/18/2012	Corporate Car Service-6411 (All Star Only)	Dinner with Marion Bergman	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$148.11	No
Allocations :		100.00% (\$148.11) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Sullivan, Kathy, PhD - Ostrow School of Dentistry, University of S California, Business Guest						
05/17/2012	Corporate Car Service-6411 (All Star Only)	Dinner with Marion Bergman	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$234.76	No
Allocations :		100.00% (\$234.76) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Dues/Subscriptions-5450

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/29/2012	Dues/Subscriptions-5450	Year Subscription to The Economist	THEECONOMIST NEWSPAPER	THEECONOMIST NEWSPAPER	Milwaukee	Corporate Card	\$127.00	No
Allocations :		100.00% (\$127.00) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/18/2012	Hotel-6425	HSI Qly & CHAB	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$416.43	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/18/2012	Hotel Tax-6425	HSI Qly & CHAB	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$19.65	No
Allocations :		100.00% (\$19.65) 010001920100						
05/17/2012	Hotel Tax-6425	HSI Qly & CHAB	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$19.65	No
Allocations :		100.00% (\$19.65) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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								(do not reimburse)
05/18/2012	Hotel-6425	HSI Qty & OHAB	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Menville	Corporate Card	\$169.00	No
Allocations :		100.00% (\$169.00) 010001920100						
05/17/2012	Hotel-6425	HSI Qty & OHAB	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Menville	Corporate Card	\$169.00	No
Allocations :		100.00% (\$169.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/18/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI Qty & OHAB	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Menville	Corporate Card	\$39.13	No
Allocations :		100.00% (\$39.13) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/11/2012	Hotel-6425	Summit Dental & Brandon Weller Meeting	GRAND STAY	GRAND STAY	Eau Claire	Corporate Card	\$147.45	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/10/2012	Hotel Tax-6425	Summit Dental & Brandon Weller Meeting	GRAND STAY	GRAND STAY	Eau Claire	Corporate Card	\$17.55	No
Allocations :		100.00% (\$17.55) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/10/2012	Hotel-6425	Summit Dental & Brandon Weller Meeting	GRAND STAY	GRAND STAY	Eau Claire	Corporate Card	\$129.90	No
Allocations :		100.00% (\$129.90) 010001920100						

Internet-6245

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/16/2012	Internet-6245	OHAB	GOGOAIR.COM	GOGOAIR.COM	New York	Corporate Card	\$9.95	No
Allocations :		100.00% (\$9.95) 010001920100						
05/17/2012	Internet-6245	HSI Qty & OHAB Meeting	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$9.95	No
Allocations :		100.00% (\$9.95) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/16/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	OHAB	SSP America - Pizza Piccola	SSP America - Pizza Piccola	Milwaukee	Cash	\$17.75	No

	Allocations :	100.00% (\$17.75) 010001920100						
05/16/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Summit Dental & Brandon Weller Mtg	Subway	Subway	Johnson Creek	Cash	\$6.65	No
	Allocations :	100.00% (\$6.65) 010001920100						
05/11/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Summit Dental & Brandon Weller Mtg	GREAT HARVEST BREAD E	GREAT HARVEST BREAD E	Eau Claire	Corporate Card	\$4.48	No
	Allocations :	100.00% (\$4.48) 010001920100						
05/11/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Summit Dental & Brandon Weller Meeting	GRAND STAY	GRAND STAY	Eau Claire	Corporate Card	\$2.00	No
	Allocations :	100.00% (\$2.00) 010001920100						
Miscellaneous-8550								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/21/2012	Miscellaneous-8550	Personal Lunch Meeting with friends	CHAMPPS AMERICANA REST	CHAMPPS AMERICANA REST	Brookfield	Corporate Card	\$67.10	Yes

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$2,400.34
Personal Expenses :	\$67.10
Total Amount Claimed :	\$2,333.24
Amount Approved :	\$2,333.24
Company Disbursements	
Amount Due TSM :	\$217.33
Amount Due Company Card :	\$2,115.91
Total Paid By Company :	\$2,333.24
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$67.10
Total Paid By TSM :	\$67.10

Expense Report
Report Name : Anchorage/Danaher/3M Mtg

TSM Name : Sullivan, Timothy J
 TSM ID : 94081

Report Header

Policy : HSI
 Business Purpose : Attend Open House in Anchorage, Danaher
 Event, Meeting at 3M
 Report Id : 852754B56AAA432E8530
 Report Date : 10/13/2012
 Approval Status : Approved
 Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/04/2012	Air Travel Fees-Miscellaneous-6410	Danaher Event	GOGOAIR.COM	GOGOAIR.COM	Washington	Corporate Card	\$4.95	No
	Allocations :	100.00% (\$4.95)	010001920100					
10/03/2012	Air Travel Fees-Miscellaneous-6410	3M	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$4.95	No
	Allocations :	100.00% (\$4.95)	010001920100					
10/01/2012	Air Travel Fees-Miscellaneous-6410	3M Meeting	D7 TRAVEL	D7 TRAVEL	St Paul	Corporate Card	\$7.49	No
	Allocations :	100.00% (\$7.49)	010001920100					
09/28/2012	Air Travel Fees-Miscellaneous-6410	Anchorage Open House	GOGOAIR.COM	GOGOAIR.COM	Anchorage	Corporate Card	\$4.95	No
	Allocations :	100.00% (\$4.95)	010001920100					
09/28/2012	Air Travel Fees-Miscellaneous-6410	Anchorage Open House	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$14.95	No
	Allocations :	100.00% (\$14.95)	010001920100					
09/22/2012	Air Travel Fees-Miscellaneous-6410	YPO Retreat	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$8.00	No
	Allocations :	100.00% (\$8.00)	010001920100					
Airfare-6410								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2012	Airfare-6410	OTA	AIRTRANAI	AIRTRANAI	Melville	Corporate Card	\$754.10	No
			3327136428602	3327136428602				

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Attendees :		Sullivan, Timothy, This TSM						
10/02/2012	Airfare-6410	DTA	AIRTRANA! 3327136428602	AIRTRANA! 3327136428602	Melville	Corporate Card	\$418.10	No
Allocations :		100.00% (\$418.10) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
10/02/2012	Airfare-6410	DTA	AIRTRANA! 3327136428602	AIRTRANA! 3327136428602	Melville	Corporate Card	\$336.00	Yes
Attendees :		Sullivan, Timothy, This TSM						
10/03/2012	Airfare-6410	DTA	AIRTRANA! 3327136428699	AIRTRANA! 3327136428699	Melville	Corporate Card	\$541.80	No
Allocations :		100.00% (\$541.80) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
10/01/2012	Airfare-6410	3M	DELTA 0067136428516	DELTA 0067136428516	Melville	Corporate Card	\$297.84	No
Allocations :		100.00% (\$297.84) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
10/01/2012	Airfare-6410	3M	AIRTRANA! 3320133227416	AIRTRANA! 3320133227416	Atlanta	Corporate Card	\$303.30	No
Allocations :		100.00% (\$303.30) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
09/26/2012	Airfare-6410	DTA	AIRTRANA! 3327136504857	AIRTRANA! 3327136504857	Melville	Corporate Card	\$540.30	No
Allocations :		100.00% (\$540.30) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
09/26/2012	Airfare-6410	ADA	UNITED 0167136504858	UNITED 0167136504858	Melville	Corporate Card	\$957.60	No
Allocations :		100.00% (\$957.60) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
09/26/2012	Airfare-6410	ADA	AIRTRANA! 3327136504852	AIRTRANA! 3327136504852	Melville	Corporate Card	\$540.30	No
Allocations :		100.00% (\$540.30) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
09/26/2012	Airfare-6410	DTA	SOUTHWES 5262470325332	SOUTHWES 5262470325332	Milwaukee	Corporate Card	\$189.80	No
Allocations :		100.00% (\$189.80) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
09/25/2012	Airfare-6410	Danchar Event	AIRTRANA! 3327134395450	AIRTRANA! 3327134395450	Melville	Corporate Card	\$138.00	No
Allocations :		100.00% (\$138.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
Business Meals-6415(Customer, Clients)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/26/2012	Business Meals-6415 (Customer, Clients)	DTA Auction Event	Legends of Brandybrook	Legends of Brandybrook	Anchorage	Cash	\$399.96	No
Allocations :		100.00% (\$399.96) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Jim, Brestawski, President, TSM Gallop, Tom, CEO, SS White Burs Inc., Business Guest Dunbeck, Jeff, Director of Sales, SS White Burs Inc., Business Guest						
Exceptions :		You have exceeded the company policy limit of \$100.00 per person including tax and gratuity						
09/26/2012	Business Meals-6415 (Customer, Clients)	Anchorage Open House	ORGO	ORGO	Anchorage	Corporate Card	\$1,308.55	No
Allocations :		100.00% (\$1,308.55) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Roddy, Mike, ESS/DTS, TSM Gunsen, Steve, FSC, TSM						

Sinke, Tracy, FSC, TSM
 Kruchoski, Brian, Doctor, Ataska Premier Dental Group, Business Guest
 Kruchoski, Leanne, Office Manager, Ataska Premier Dental Group, Business Guest
 Saggette, Joe, Dentist, Saggette Dental, Business Guest
 Wenzell, Dominic, Doctor, Turnagain Dental, Business Guest
 Ringler, Ghazal, Dentist, Anchorage Neighborhood Health, Business Guest
 Ringler, Chad, Dentist, Anchorage Neighborhood Health, Business Guest
 Mabry, Phillip, Dentist, Boniface Dental Center, Business Guest
 Mabry, Lara, Dentist, Boniface Dental Center, Business Guest
 Lethin, Timothy, Dentist, Lethin Dental, Business Guest

Exceptions : You have exceeded the company policy limit of \$100.00 per person including tax and gratuity

09/26/2012 Business Meals-6416 (Customer, Clients) Anchorage Open House THE MUSE THE MUSE Anchorage Corporate Card \$203.26 No

Allocations : 100.00% (\$203.26) 010001620100

Attendees : Sullivan, Timothy, This TSM
 Meadows, Jake, Dir US Career Development, TSM
 Lehman, Lee, RM, TSM
 Hirsch, Greg, OP Mgr, TSM
 Jacklin, Dave, ZGM, TSM
 Perkins, Jeff, Finance, TSM
 Erstland, Ryan, Dentist, Erstland Dentistry, Business Guest
 Erstland, Nite, Dentist, Erstland Dentistry, Business Guest
 Kennedy, Kerry, Dentist, Kennedy Dentistry, Business Guest

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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10/05/2012	Business Meals-6420 (Multiple TSM's only)	80th Anniversary Celebration	THE PFISTER F&B	THE PFISTER F&B	Milwaukee	Corporate Card	\$3,161.99	No
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Allocations : 100.00% (\$3,161.99) 010001620100

Attendees : Sullivan, Timothy, This TSM
 Hobbs, Don, VP Equipment & Service, TSM
 Peterson, Chris, Director - Support & Admin, HSD, TSM
 Steck, Dave, TSM
 Cavaretta, Joe, Director & GM, TSM
 Watson, Brian, VP Strategic & Bus Planning, HSI, TSM
 Roach, Rodi, TSM
 DeMark, John, TSM
 Blair, Jeff, RM, TSM
 Chatham, John, VP Leadership & Development, TSM
 Jones, Tim, GM, TSM
 Meadows, Jake, Dir US Career Development, TSM
 Esler, Kristen, FSC, TSM
 Porro, Michael, Director, TSM
 Sullivan, Kay, Spouse
 Bergman, Stanley, COO, TSM
 Cox, John, VP - US Dental Planning, TSM
 Reichardt, Jeff, SC ZGM, TSM
 Gantos, Kam, NC ZGM, TSM
 Chatham, Jeff, CA ZGM, TSM
 Miles, Stephen, Dir Tech Svcs, TSM
 McHugh, Lynne, VP, TSM
 Kyla, Dean, SW ZGM, TSM
 Burniston, Kevin, Director, TSM
 Sullivan, Judy, Tim Sullivan's Mother, Spouse
 Tucker, Danielle, Exec. Assistant, TSM
 Possennede, Bob, VP Schema Creative Services, TSM
 Savino, Joe, Video/Multimedia Designer, TSM
 Stapler, Howard, VP Office CEO & Chief of Staff, TSM

Exceptions : Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity.

10/03/2012	Business Meals-6420 (Multiple TSM's only)	Danaher Event	MARRIOTT 33728 F&B	MARRIOTT 33728 F&B	Bethesda	Corporate Card	\$88.39	No
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Allocations : 100.00% (\$88.39) 010001620100

Attendees : Sullivan, Timothy, This TSM
 Steck, Dave, TSM
 Hirsch, Paul, TSM

09/29/2012	Business Meals-6420 (Multiple TSM's only)	Business Discussion	Legends of Brandybrook	Legends of Brandybrook	Anchorage	Cash	\$20.82	No
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Allocations : 100.00% (\$20.82) 010001920100
Attendees : Sullivan, Timothy, This TSM
 Cherrington, Fritz, TSC, RSD, TSM

09/26/2012 Business Meals-6420 (Multiple TSM's only) Anchorage Open House HUMPYS GREAT ALASKAN A HUMPYS GREAT ALASKAN A Anchorage Corporate Card \$305.36 No

Allocations : 100.00% (\$305.36) 010001920100
Attendees : Sullivan, Timothy, This TSM
 Meadows, Jake, Dir US Career Development, TSM
 Roddy, Mike, ESS/DTS, TSM
 Gunson, Steve, FSC, TSM
 Lehman, Lee, RM, TSM
 Hirsch, Greg, OP Mgr, TSM
 Jacklin, Dave, ZOM, TSM
 Perkins, Jeff, Finanz, TSM
 Sunke, Tracy, FSC, TSM
 Smith, Steve, Service Tech, TSM
 Sawyer, Michael, Service Tech, TSM

09/26/2012 Business Meals-6420 (Multiple TSM's only) Anchorage Open House HUMPYS GREAT ALASKAN A HUMPYS GREAT ALASKAN A Anchorage Corporate Card \$88.97 No

Allocations : 100.00% (\$88.97) 010001920100
Attendees : Sullivan, Timothy, This TSM
 Roddy, Mike, ESS/DTS, TSM
 Gunson, Steve, FSC, TSM
 Sunke, Tracy, FSC, TSM

09/25/2012 Business Meals-6420 (Multiple TSM's only) Anchorage Open House MOOSE'S TOOTH MOOSE'S TOOTH Anchorage Corporate Card \$255.35 No

Allocations : 100.00% (\$255.35) 010001920100
Attendees : Sullivan, Timothy, This TSM
 Meadows, Jake, Dir US Career Development, TSM
 Lehman, Lee, RM, TSM
 Hirsch, Greg, OP Mgr, TSM
 Jacklin, Dave, ZOM, TSM

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/04/2012	Corporate Car Service-6411 (All Star Only)	Anchorage Open House	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Anchorage	Corporate Card	\$115.00	No
		Allocations :	100.00% (\$115.00) 010001920100					
		Attendees :	Sullivan, Timothy, This TSM					

Gifts to Customers-5425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/26/2012	Gifts to Customers-5425	DTA Auction Event	Legends of Brandybrook	Legends of Brandybrook	Anchorage	Cash	\$46.24	No
		Allocations :	100.00% (\$46.24) 010001920100					
		Attendees :	Gallogh, Tom, CEO, SS White Burs Inc., Business Guest Durrbeck, Jeff, Director of Sales, SS White Burs Inc., Business Guest					

Hotel-5425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/04/2012	Hotel-5425	Danaher Event	MARRIOTT 33728 BETHESD	MARRIOTT 33728 BETHESD	Bethesda	Corporate Card	\$262.67	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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10/02/2012	Hotel Tax-6425	Danaher Event	MARRIOTT 33728 BETHESD	MARRIOTT 33728 BETHESD	Bethesda	Corporate Card	\$15.54	No	
		Allocations :	100.00% (\$15.54) 010001920100						
10/02/2012	Hotel Tax-6425	Danaher Event	MARRIOTT 33728 BETHESD	MARRIOTT 33728 BETHESD	Bethesda	Corporate Card	\$18.13	No	
		Allocations :	100.00% (\$18.13) 010001920100						
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
10/02/2012	Hotel-6425	Danaher Event	MARRIOTT 33728 BETHESD	MARRIOTT 33728 BETHESD	Bethesda	Corporate Card	\$259.00	No	
		Allocations :	100.00% (\$259.00) 010001920100						
10/03/2012	Hotel-6425	3M Meeting	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$664.32	No	
Hotel Tax-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
10/02/2012	Hotel Tax-6425	3M Meeting	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$122.02	No	
		Allocations :	100.00% (\$122.02) 010001920100						
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
10/02/2012	Hotel-6425	3M Meeting	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$542.30	No	
		Allocations :	100.00% (\$542.30) 010001920100						
09/28/2012	Hotel-6425	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$530.25	No	
Hotel Tax-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
09/27/2012	Hotel Tax-6425	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$15.00	No	
		Allocations :	100.00% (\$15.00) 010001920100						
09/26/2012	Hotel Tax-6425	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$15.00	No	
		Allocations :	100.00% (\$15.00) 010001920100						
09/25/2012	Hotel Tax-6425	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$15.00	No	
		Allocations :	100.00% (\$15.00) 010001920100						
Hotel-6425									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
09/27/2012	Hotel-6425	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$125.00	No	
		Allocations :	100.00% (\$125.00) 010001920100						
09/26/2012	Hotel-6425	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$125.00	No	

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Allocations :		100.00% (\$125.00) 010001920100						
09/25/2012	Hotel-6426	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$125.00	No
Allocations :		100.00% (\$125.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/26/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$27.25	No
Allocations :		100.00% (\$27.25) 010001920100						
09/26/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$43.00	No
Allocations :		100.00% (\$43.00) 010001920100						
Miscellaneous-8550								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/28/2012	Miscellaneous-8550	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$10.00	Yes
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/28/2012	Taxi/Rail/Ferry/Parking/Limo-6449	Alaska Open House	CAPTAIN COOK HOTEL	CAPTAIN COOK HOTEL	Anchorage	Corporate Card	\$30.00	No
Allocations :		100.00% (\$30.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Danaher Event	MKE PIZZERIA PICCOLA	MKE PIZZERIA PICCOLA	Milwaukee	Corporate Card	\$18.29	No
Allocations :		100.00% (\$18.29) 010001920100						
09/28/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Anchorage Open House	WOK AND ROLL	WOK AND ROLL	Anchorage	Corporate Card	\$12.53	No
Allocations :		100.00% (\$12.53) 010001920100						
09/25/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Anchorage Open House	MKE CAMDEN	MKE CAMDEN	Anchorage	Corporate Card	\$7.44	No
Allocations :		100.00% (\$7.44) 010001920100						
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/03/2012	Taxi/Rail/Ferry/Parking/Limo-6449	Danaher Event	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$36.00	No
Allocations :		100.00% (\$36.00) 010001920100						
10/01/2012	Taxi/Rail/Ferry/Parking/Limo-6449	3M Meeting	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$22.00	No
Allocations :		100.00% (\$22.00) 010001920100						
10/01/2012	Taxi/Rail/Ferry/Parking/Limo-6449	3M Meeting	SOMATAXCAB SERVICES	SOMATAXCAB SERVICES		Corporate Card	\$56.35	No
Allocations :		100.00% (\$56.35) 010001920100						
09/28/2012	Taxi/Rail/Ferry/Parking/Limo-6449		CHECKER CAB	CHECKER CAB	Anchorage	Corporate Card	\$22.25	No

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		Anchorage Open House						
	Allocations :		100.00%	(\$22.26)	010001920100			
09/28/2012	Taxi/Rail/Ferry/Parking/Limo-6449	Anchorage Open House	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$48.00	No
	Allocations :		100.00%	(\$48.00)	010001920100			
09/27/2012	Taxi/Rail/Ferry/Parking/Limo-6449	Alaska Open House	DIAMOND PARKING 5023	DIAMOND PARKING 5023	Anchorage	Corporate Card	\$10.00	No
	Allocations :		100.00%	(\$10.00)	010001920100			
09/21/2012	Taxi/Rail/Ferry/Parking/Limo-6449	YPO Retreat	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$64.00	Yes
TSM Incentives-5430								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/26/2012	TSM Incentives-5430	Business Discussion	Legends of Brandybrook	Legends of Brandybrook	Anchorage	Cash	\$28.37	No
	Allocations :		100.00%	(\$28.37)	010001920100			
	Attendees :	Cherrington, Fritz, TSC, HSD, TSM						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$12,115.71
Personal Expenses :	\$410.00
Total Amount Claimed :	\$11,705.71
Amount Approved :	\$11,705.71
Company Disbursements	
Amount Due TSM :	\$495.89
Amount Due Company Card :	\$11,210.32
Total Paid By Company :	\$11,705.71
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$410.00
Total Paid By TSM :	\$410.00

Expense Report
Report Name : ADA/DTA/HSI Qtrly

TSM Name : Sullivan, Timothy J
TSM ID : 94081

Report Header

Policy : HSI
Business Purpose : Attend ADA, DTA and HSI Quarterly Review
 Airfare
Report Id : 409408AD1FFA47AFBEFF
Report Date : 10/23/2012
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/23/2012	Air Travel Fees-Miscellaneous-6410	DTA	GOGOAIR.COM	GOGOAIR.COM	San Francisco	Corporate Card	\$12.95	No
	Allocations :	100.00% (\$12.95) 010001920100						
10/23/2012	Air Travel Fees-Miscellaneous-6410	HSI Qtrly - SW Early Bird Check-in	SOUTHWES 5260618682604	SOUTHWES 5260618682604	Milwaukee	Corporate Card	\$10.00	No
	Allocations :	100.00% (\$10.00) 010001920100						
10/23/2012	Air Travel Fees-Miscellaneous-6410	HSI Qtrly - SW Early Bird Check-in	SOUTHWES 5260618682605	SOUTHWES 5260618682605	Melville	Corporate Card	\$10.00	No
	Allocations :	100.00% (\$10.00) 010001920100						
10/21/2012	Air Travel Fees-Miscellaneous-6410	From ADA/CDA	GOGOAIR.COM	GOGOAIR.COM	San Francisco	Corporate Card	\$12.95	No
	Allocations :	100.00% (\$12.95) 010001920100						
10/18/2012	Air Travel Fees-Miscellaneous-6410	To ADA/CDA	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$12.95	No
	Allocations :	100.00% (\$12.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/07/2012	Airfare-6410	HSI Qtrly - flight was cancelled	SOUTHWES 0052824759215	SOUTHWES 0052824759215	Milwaukee	Corporate Card	\$-344.10	No
	Allocations :	100.00% (\$-344.10) 010001920100						

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Attendees :		Sullivan, Timothy, This TSM						
10/23/2012	Airfare-6410	HSI City	SOUTHWES 5262475921608	SOUTHWES 6262475921608	West Allis	Corporate Card	\$154.30	No
Allocations :		100.00% (\$154.30) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
10/15/2012	Airfare-6410	DTA	AIRTRANAI 3327135504857	AIRTRANAI 3327135504857	Melville	Corporate Card	\$-540.30	No
Allocations :		100.00% (\$-540.30) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
10/15/2012	Airfare-6410	DTA	UNITED 0167135504858	UNITED 0167135504858	Melville	Corporate Card	\$-957.60	No
Allocations :		100.00% (\$-957.60) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
10/15/2012	Airfare-6410	ADA/CDA	AIRTRANAI 3327139235178	AIRTRANAI 3327139235178	Melville	Corporate Card	\$545.30	No
Allocations :		100.00% (\$545.30) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
10/15/2012	Airfare-6410	ADA/CDA	AIRTRANAI 3327139235177	AIRTRANAI 3327139235177	Melville	Corporate Card	\$546.80	No
Allocations :		100.00% (\$546.80) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/02/2012	Business Meals-6420 (Multiple TSM's only)	DTA	WILLOW CRK GRL SFO TRM	WILLOW CRK GRL SFO TRM	Burlingame	Corporate Card	\$35.15	No
Allocations :		100.00% (\$35.15) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
10/24/2012	Business Meals-6420 (Multiple TSM's only)	Business Discussion	SINGHA THAI RESTAURANT	SINGHA THAI RESTAURANT	West Allis	Corporate Card	\$38.58	No
Allocations :		100.00% (\$38.58) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
10/20/2012	Business Meals-6420 (Multiple TSM's only)	NW Zone Dinner at ADA	MORTON'S OF SAN FRANCISCO	MORTON'S OF SAN FRANCISCO	San Francisco	Corporate Card	\$1,900.32	No
Allocations :		100.00% (\$1,900.32) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Meadows, Jake, Dir US Career Development, TSM Cox, John, VP - US Dental Planning, TSM Bymes, Shan, FSC, TSM Cock, Jennifer, FSC, TSM Hayes, Kent, FSC, TSM Horn, Lisa, FSC, TSM Matthews, Andy, FSC, TSM Riley, Amy, FSC, TSM Shaw, Eric, FSC, TSM Tomasetti, Angelina, FSC, TSM Ward, Pete, FSC, TSM						
Exceptions :		Corporate Policy allows a per diem of \$85.00 which includes tax and gratuity						
10/20/2012	Business Meals-6420 (Multiple TSM's only)	ADA	WILLOW CRK GRL SFO TRM	WILLOW CRK GRL SFO TRM	Burlingame	Corporate Card	\$38.14	No
Allocations :		100.00% (\$38.14) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM						
10/18/2012	Business Meals-6420 (Multiple TSM's only)	ADA Dinner Meeting	SCALA- BAR/CAFE- STARLIG	SCALA- BAR/CAFE- STARLIG	San Francisco	Corporate Card	\$657.33	No
Attendees :		Sullivan, Timothy, This TSM Chatham, John, VP Leadership & Development, TSM						

Fazio, Joe, ESS, TSM
Engel, Jim, Financial Services Sales Rep, TSM

Exceptions : Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity .

10/18/2012	Business Meals-6420 (Multiple TSM's only)	ADA Dinner Meeting	SCALA-BARDRAKE-STARLIG	SCALA-BARDRAKE-STARLIG	San Francisco	Corporate Card	\$280.00	No
Allocations :		100.00% (\$280.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Chatham, John, VP Leadership & Development, TSM Fazio, Joe, ESS, TSM Engel, Jim, Financial Services Sales Rep, TSM						
Exceptions :		Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity						

Miscellaneous-8550

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/18/2012	Miscellaneous-8550	ADA Dinner Meeting - Personal Exp...	SCALA-BARDRAKE-STARLIG	SCALA-BARDRAKE-STARLIG	San Francisco	Corporate Card	\$377.33	Yes

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/17/2012	Business Meals-6420 (Multiple TSM's only)	ADA Lunch	MKE PIZZERIA PICCOLA	MKE PIZZERIA PICCOLA	Milwaukee	Corporate Card	\$31.04	No
Allocations :		100.00% (\$31.04) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Kuklinski, Greg, Mgr National Equipment, TSM						
10/12/2012	Business Meals-6420 (Multiple TSM's only)	Business Meeting	STARBUCKS CORP00024737	STARBUCKS CORP00024737	West Allis	Corporate Card	\$5.57	No
Allocations :		100.00% (\$5.57) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Chatham, John, VP Leadership & Development, TSM						
10/12/2012	Business Meals-6420 (Multiple TSM's only)	Business Meeting	SINGHA THAI RESTAURANT	SINGHA THAI RESTAURANT	West Allis	Corporate Card	\$20.59	No
Allocations :		100.00% (\$20.59) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Meadows, Jake, Dir US Career Development, TSM						

Car Rental/Rental Gas-6447

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/26/2012	Car Rental/Rental Gas-6447	DTA	Avis	Avis	San Francisco	Cash	\$231.52	No
Allocations :		100.00% (\$231.52) 010001920100						

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/23/2012	Corporate Car Service-6411 (All Star Only)	ADA/CDA	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	San Francisco	Corporate Card	\$185.00	No
Allocations :		100.00% (\$185.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Cavarena, Joe, Director & GM, TSM Poma, Michael, Director, TSM Burnston Kevin, Director, TSM McGuire, Jan, Marketing Manager, TSM						

Gifts to Customers-5425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/30/2012	Gifts to Customers-6425	Thank you gift to Bob Steck - Dr Steven Olsen	WEST ALLIS CHEESE & SA	WEST ALLIS CHEESE & SA	West Allis	Corporate Card	\$124.99	No
	Allocations :	100.00% (\$124.99) 010001920100						
	Attendees :	Steck, Bob, Dentist, Dr. Steven Olsen Dentistry, Business Guest						
10/23/2012	Gifts to Customers-6425	Thank you gift to Dr. In Alaska	WEST ALLIS CHEESE & SA	WEST ALLIS CHEESE & SA	West Allis	Corporate Card	\$124.91	No
	Allocations :	100.00% (\$124.91) 010001920100						
	Attendees :	Robinson, Robert, Dentist, Valley Dental Clinic, Business Guest						
Hotel-6425								
11/02/2012	Hotel-6425	Business Discussion	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$693.24	No
Business Meals-6420(Multiple TSM's only)								
10/31/2012	Business Meals-6420 (Multiple TSM's only)	Pre-Danaher Meeting	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$93.47	No
	Allocations :	100.00% (\$93.47) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Steck, Hyndie, Spouse Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Roos, Henrik, President, Palodex Group, Business Guest Lowe, Perry, VP, Axis Dental, Business Guest McHugh, Lynne, VP, TSM Fotiu, Dennis, Lynne McHugh's Husband, Spouse						
Hotel Tax-6425								
11/01/2012	Hotel Tax-6425	Business Discussion	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$56.65	No
	Allocations :	100.00% (\$56.65) 010001920100						
10/31/2012	Hotel Tax-6425	Business Discussion	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$56.65	No
	Allocations :	100.00% (\$56.65) 010001920100						
Hotel-6425								
11/01/2012	Hotel-6425	Business Discussion	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$240.00	No
	Allocations :	100.00% (\$240.00) 010001920100						
10/31/2012	Hotel-6425	Business Discussion	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$240.00	No
	Allocations :	100.00% (\$240.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
10/30/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	OTA	SILVERADO RESORT	SILVERADO RESORT	Napa	Corporate Card	\$6.47	No
	Allocations :	100.00% (\$6.47) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/20/2012	Hotel-6425	Business Discussion	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$2,337.50	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/16/2012	Hotel Tax-6425	Business Discussion	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$93.48	No
	Allocations :	100.00% (\$93.48) 010001920100						
10/18/2012	Hotel Tax-6425	Business Discussion	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$93.48	No
	Allocations :	100.00% (\$93.48) 010001920100						
10/17/2012	Hotel Tax-6425	Business Discussion	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$93.48	No
	Allocations :	100.00% (\$93.48) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/19/2012	Hotel-6425	Business Discussion	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$600.00	No
	Allocations :	100.00% (\$600.00) 010001920100						
10/18/2012	Hotel-6425	Business Discussion	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$600.00	No
	Allocations :	100.00% (\$600.00) 010001920100						
10/17/2012	Hotel-6425	Business Discussion	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$600.00	No
	Allocations :	100.00% (\$600.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/19/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CD/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$70.53	No
	Allocations :	100.00% (\$70.53) 010001920100						
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy. Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity.						
10/19/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CD/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$32.00	No
	Allocations :	100.00% (\$32.00) 010001920100						
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
10/19/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CD/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$8.00	No
	Allocations :	100.00% (\$8.00) 010001920100						
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.						
10/18/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CD/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$30.16	No
	Allocations :	100.00% (\$30.16) 010001920100						
10/18/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CD/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$6.60	No
	Allocations :	100.00% (\$6.60) 010001920100						
10/17/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CD/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$34.07	No

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	Allocations :	100.00%	(\$34.97)	010001920100					
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.							
10/17/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CDA/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$48.39	No	
	Allocations :	100.00%	(\$48.39)	010001920100					
10/17/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	CDA/ADA	WESTIN ST FRANCIS	WESTIN ST FRANCIS	San Francisco	Corporate Card	\$27.34	Yes	
10/01/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	3M Meeting	Starbucks	Starbucks	San Francisco	Cash	\$1.98	No	
	Allocations :	100.00%	(\$1.98)	010001920100					
10/01/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	3M Meeting	Starbucks	Starbucks	San Francisco	Cash	\$2.31	No	
	Allocations :	100.00%	(\$2.31)	010001920100					
Meetings/Conventions-7310									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
11/07/2012	Meetings/Conventions-7310	Gordon Christensen State of Dental Industry Mtg	CR FOUNDATION	CR FOUNDATION	Rosemont	Corporate Card	\$299.00	No	
	Allocations :	100.00%	(\$299.00)	010001920100					
Taxi/Rail/Ferry/Parking/Limo-6449									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
11/05/2012	Taxi/Rail/Ferry/Parking/Limo-6449	DTA	ACCUTRANS	ACCUTRANS	Milwaukee	Corporate Card	\$80.29	No	
	Allocations :	100.00%	(\$80.29)	010001920100					
10/31/2012	Taxi/Rail/Ferry/Parking/Limo-6449	DTA	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$48.00	No	
	Allocations :	100.00%	(\$48.00)	010001920100					
10/29/2012	Taxi/Rail/Ferry/Parking/Limo-6449	ADA/CDA	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$48.00	No	
	Allocations :	100.00%	(\$48.00)	010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$6,349.72
Personal Expenses :	\$404.67
Total Amount Claimed :	\$5,945.05
Amount Approved :	\$5,945.05
Company Disbursements	
Amount Due TSM :	\$235.81
Amount Due Company Card :	\$5,709.24
Total Paid By Company :	\$5,945.05
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$404.67
Total Paid By TSM :	\$404.67

Expense Report
Report Name : GNY/Raleigh-SD BDM/Colgate Mtg

TSM Name : Sullivan, Timothy J.
 TSM ID : 94881

Report Header

Policy : HSI
Business Purpose : Attend GNY, Raleigh & San Diego BDM, Colgate Mtg in NY
Report Id : 20818363518941788616
Report Date : 12/13/2012
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/30/2012	Air Travel Fees-Miscellaneous-6410	Raleigh BDM	USAIRWAY 0372493977461	USAIRWAY 0372493977461	Raleigh	Corporate Card	\$25.00	No
	Allocations :	100.00% (\$25.00) 010001920100						
11/30/2012	Air Travel Fees-Miscellaneous-6410	GNY & Raleigh BDM	USAIRWAY 0372175305382	USAIRWAY 0372175305382	New York	Corporate Card	\$15.00	No
	Allocations :	100.00% (\$15.00) 010001920100						
11/27/2012	Air Travel Fees-Miscellaneous-6410	Raleigh BDM	DELTA 0058204490309	DELTA 0058204490309	Raleigh	Corporate Card	\$25.00	No
	Allocations :	100.00% (\$25.00) 010001920100						
11/26/2012	Air Travel Fees-Miscellaneous-6410	GNY	DELTA 0058204490309	DELTA 0058204490309	Milwaukee	Corporate Card	\$25.00	No
	Allocations :	100.00% (\$25.00) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/05/2012	Airfare-6410	Colgate Meeting	SOUTHWEST 5262454581038	SOUTHWEST 5262454581038	Melville	Corporate Card	\$235.80	No
	Allocations :	100.00% (\$235.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/26/2012	Airfare-6410	Argen Mtg & San Diego BDM	UNITED 0187147274394	UNITED 0187147274394	Milwaukee	Corporate Card	\$208.81	No
	Allocations :	100.00% (\$208.81) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/20/2012	Airfare-6410	Argen Mtg & San Diego BDM	FRONTIER 4227147274396	FRONTIER 4227147274396	Melville	Corporate Card	\$217.04	No
	Allocations :	100.00% (\$217.04) 010001920100						

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Attendees :		Sullivan, Timothy, This TSM						
11/14/2012	Airfare-6410	GNV	DELTA 0067144603973	DELTA 0067144603973	Melville	Corporate Card	\$383.24	No
Allocations :		100.00% (\$383.24) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
11/08/2012	Airfare-6410	GNV	DELTA 0067144603973	DELTA 0067144603973	Melville	Corporate Card	\$281.36	No
Allocations :		100.00% (\$281.36) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
11/08/2012	Airfare-6410	GNV to Raleigh BDM	USAIRWAY 0377144603974	USAIRWAY 0377144603974	Melville	Corporate Card	\$215.10	No
Allocations :		100.00% (\$215.10) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
Business Meals-6415(Customer, Clients)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/29/2012	Business Meals-6415 (Customer, Clients)	Co-Travel with Ben Tesh II	TACOS MEXICO	TACOS MEXICO	Raleigh	Corporate Card	\$37.67	No
Allocations :		100.00% (\$37.67) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Tesh, Ben, FSC, TSM Hamby, Dr., Dentist, Dr. Hamby, Business Guest						
Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/30/2012	Business Meals-6420 (Multiple TSM's only)	Raleigh Co-Travel	E SPEEDWAY GRH12205423	E SPEEDWAY GRH12205423	Charlotte	Corporate Card	\$10.26	No
Allocations :		100.00% (\$10.26) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Tesh, Ben, FSC, TSM						
11/28/2012	Business Meals-6420 (Multiple TSM's only)	Raleigh BDM	SPARIANS	SPARIANS	Raleigh	Corporate Card	\$396.45	No
Allocations :		100.00% (\$396.45) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Shanahan, Kate, FSC, TSM Steck, Ryan, RGM, TSM Coleman, Doug, FSC, TSM Covell, Derek, FSC, TSM Dean, Josh, FSC, TSM Edwards, Richard, FSC, TSM Hinson, Michael, FSC, TSM Hussey, Ben, FSC, TSM Johnson, David, FSC, TSM Jones, Chris, FSC, TSM Messick, Aaron, FSC, TSM Spence, Geoffrey, FSC, TSM Tesh, Ben, FSC, TSM Turner, Michelle, FSC, TSM Ward, Jen, FSC, TSM Craig, Chris, ESS, TSM Branson, Ken, ESS, TSM Lewallen, Mike, ESS, TSM Mackey, Arelis, ESS, TSM Suta, David, ESS, TSM Mathews, Bryan, CIT, TSM Kirkley, Robert, DTS, TSM Nunnery, Albert, Designer, TSM King, Lisa, EC, TSM Gomez, Esther, EC, TSM Barnette, Charles, RGM, TSM Brooks, Brandon, EST, TSM Hammond, Corey, EST, TSM Jones, Dwight, EST, TSM Moses, George, EST, TSM Pannam, Ron, EST, TSM						
11/26/2012	Business Meals-6420 (Multiple TSM's only)	GNV	JACOB JAVITS CC CONCES	JACOB JAVITS CC CONCES	New York	Corporate Card	\$8.65	No
Allocations :		100.00% (\$8.65) 010001920100						
Attendees :								

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Sullivan, Timothy, This TSM
 Janet, Jamie, PSC, TSM

11/13/2012 Business Meets-6420 (Multiple TSM's only) Monthly Office Business Meeting APPLBEEES 975463687544 APPLBEEES 875463687544 West Allis Corporate Card \$37.77 No

Allocations : 100.00% (\$37.77) 010001920100

Attendees : Sullivan, Timothy, This TSM
 Steck, Dave, TSM
 Watson, Brian, VP Strategic & Bus Planning, HSI, TSM

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/04/2012	Corporate Car Service-6411 (All Star Only)	Raleigh BDM	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Raleigh	Corporate Card	\$101.50	No
	Allocations :	100.00% (\$101.50) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/30/2012	Corporate Car Service-6411 (All Star Only)	GNV	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$151.54	No
	Allocations :	100.00% (\$151.54) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
11/27/2012	Corporate Car Service-6411 (All Star Only)	GNV	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$158.07	No
	Allocations :	100.00% (\$158.07) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/01/2012	Hotel-6425	GNV	HIRDU	HIRDU	Morrisville	Corporate Card	\$230.90	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/29/2012	Hotel Tax-6425	GNV	HIRDU	HIRDU	Morrisville	Corporate Card	\$16.45	No
	Allocations :	100.00% (\$16.45) 010001920100						
11/28/2012	Hotel Tax-6425	GNV	HIRDU	HIRDU	Morrisville	Corporate Card	\$16.45	No
	Allocations :	100.00% (\$16.45) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/29/2012	Hotel-6425	GNV	HIRDU	HIRDU	Morrisville	Corporate Card	\$129.00	No
	Allocations :	100.00% (\$129.00) 010001920100						
11/28/2012	Hotel-6425	GNV	HIRDU	HIRDU	Morrisville	Corporate Card	\$129.00	No
	Allocations :	100.00% (\$129.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/29/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Jamaica	Corporate Card	\$19.27	No
	Allocations :	100.00% (\$19.27) 010001920100						
11/29/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Philadelphia	Corporate Card	\$12.40	No

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Allocations :		100.00% (\$12.40) 010001920100						
11/28/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Raleigh BDM	TEXAS STEAKHOUSE & SALO	TEXAS STEAKHOUSE & SALO	Morrisville	Corporate Card	\$32.22	No
Allocations :		100.00% (\$32.22) 010001920100						
11/26/2012	Meals Self-6426 (Breakfast/Lunch/Dinner)	Raleigh BDM	COOLER ON THE 20600110	COOLER ON THE 20600110	Milwaukee	Corporate Card	\$7.51	No
Allocations :		100.00% (\$7.51) 010001920100						
Miscellaneous-8566								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/07/2012	Miscellaneous-8566	Personal	TARGET 00021998	TARGET 00021998	West Allis	Corporate Card	\$137.20	Yes
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/30/2012	Taxi/Rail/Ferry/Parking/Limo-6449	GNV & Raleigh BDM	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$60.00	No
Allocations :		100.00% (\$60.00) 010001920100						
11/28/2012	Taxi/Rail/Ferry/Parking/Limo-6449	GNV	NYC-TAXI	NYC-TAXI	New York	Corporate Card	\$10.25	No
Allocations :		100.00% (\$10.25) 010001920100						
11/27/2012	Taxi/Rail/Ferry/Parking/Limo-6449	GNV	NYC TAXI MED 5485	NYC TAXI MED 5485	New York	Corporate Card	\$11.00	No
Allocations :		100.00% (\$11.00) 010001920100						
11/26/2012	Taxi/Rail/Ferry/Parking/Limo-6449	GNV	WHITE AND BLUE GROUP	WHITE AND BLUE GROUP		Corporate Card	\$8.95	No
Allocations :		100.00% (\$8.95) 010001920100						
TSM Activities-5480								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/04/2012	TSM Activities-5480	Cheese/Sausage for San Diego Holiday Party	WEST ALLIS CHEESE & SA	WEST ALLIS CHEESE & SA	West Allis	Corporate Card	\$209.73	No
Allocations :		100.00% (\$209.73) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$3,329.89
Personal Expenses :	\$137.20
Total Amount Claimed :	\$3,192.69
Amount Approved :	\$3,192.69
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$3,192.69
Total Paid By Company :	\$3,192.69
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$137.20
Total Paid By TSM :	\$137.20

Expense Report

Report Name : GNY/Christensen/Offsite/ArgenBDM

TSM Name : Sullivan, Timothy J.
TSM ID : 94081

Report Header

Policy : HSI
Business Purpose : GNY, Gordon Christensen Seminar, HSD 2 day
Offsite meeting, Argen visit and BDM in San Diego
Report Id : E05335D47904496F9DAC
Report Date : 12/20/2012
Approval Status : Approved
Currency : US, Dollar

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/12/2012	Airfare-6410	San Diego BDM	UNITED 0182922889733	UNITED 0182922889733	Denver	Corporate Card	\$54.00	No
Allocations :		100.00% (\$54.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Business Meats-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/11/2012	Business Meats-6420 (Multiple TSM's only)	12/10 HSD Offsite Planning Mtg	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$3,435.37	No
Attendees :		Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Cavaretta, Joe, Director & GM, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Stamer, Murray, TSM Hinsen, Paul, TSM Rozin, Rodi, TSM DeMark, John, TSM Philhower, Jim, Director NA Dental Sales Leader, TSM Chatham, John, VP Leadership & Development, TSM Miranda, Rich, President - Diversified Health, TSM Masadows, Jake, Dir US Career Development, TSM Nightingale, Marcy, Manager, TSM Pore, Michael, Director, TSM Knot, Maureen, TSM Cox, John, VP - US Dental Planning, TSM Gantos, Kam, NC ZGM, TSM Welsh, Marguerite, VP, Product Merchandising, TSM Miles, Stephen, Dir Tech Svcs, TSM Filgot, Michele, VP Bus Group Field Logistics, TSM Baucum, Jon, Director, TSM Burnston, Kevin, Director, TSM						

Borasi, John, GM Special Markets, TSM
 Lamb, Bob, VP Global E-Commerce Systems, TSM
 Rogers, Colan, Director Special Markets, TSM
 Lolacano, Jim, VP National Telesales Ops, TSM
 Mackay, Jack, Dir Business Information Analyst, TSM
 Nuss, Eric, Mgr Regional Sales, TSM
 Peterson, Brian, Vice President, Technology Sales, TSM
 Sherman, Jeff, Director, Private Brands Sales &, TSM

Exceptions :

Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity.

12/11/2012	Business Meals-6400 (Multiple TSM's only)	12/10 HSD Offsite Planning Mtg	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$3,261.69	No
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Allocations :

100.00% (\$3,261.69) 010001920100

Attendees :

Sullivan, Timothy, This TSM
 Hobbs, Don, VP Equipment & Service, TSM
 Peterson, Chris, Director - Support & Admin, HSD, TSM
 Steck, Dave, TSM
 Cavarella, Joe, Director & GM, TSM
 Watson, Brian, VP Strategic & Bus Planning, HSI, TSM
 Stamer, Murray, TSM
 Hirsch, Paul, TSM
 Rozin, Rodi, TSM
 DeMark, John, TSM
 Philhower, Jim, Director NA Dental Sales Leader, TSM
 Cnatham, John, VP Leadership & Development, TSM
 Miranda, Rich, President - Diversified Health, TSM
 Meadows, Jake, Dir US Career Development, TSM
 Nightingale, Mercy, Manager, TSM
 Poro, Michael, Director, TSM
 Knott, Maureen, TSM
 Cox, John, VP - US Dental Planning, TSM
 Gantos, Karr, NC ZGM, TSM
 Walsh, Marguerite, VP, Product Merchandising, TSM
 Miles, Stephen, Dir, Tech Svcs, TSM
 Filiaut, Michele, VP Bus Group Field Logistics, TSM
 Baucum, Jon, Director, TSM
 Burnleton, Kevin, Director, TSM
 Borasi, John, GM Special Markets, TSM
 Lamb, Bob, VP Global E-Commerce Systems, TSM
 Rogers, Colan, Director Special Markets, TSM
 Lolacano, Jim, VP National Telesales Ops, TSM
 Mackay, Jack, Dir Business Information Analyst, TSM
 Nuss, Eric, Mgr Regional Sales, TSM
 Peterson, Brian, Vice President, Technology Sales, TSM
 Sherman, Jeff, Director, Private Brands Sales &, TSM

Exceptions :

Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity.

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/10/2012	Hotel-6425	12/10 HSD Offsite Planning Mtg	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$148.48	No

Allocations :

100.00% (\$148.48) 010001920100

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/11/2012	Taxi/Rail/Ferry/Parking/Limo-6449	12/10 HSD Offsite Planning Mtg	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$25.00	No

Allocations :

100.00% (\$25.00) 010001920100

Corporate Meetings-7330

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/13/2012	Corporate Meetings-7330	CNY	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$4,285.44	No

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/11/2012					Milwaukee		\$150.00	No

	Business Meals-6420 (Multiple TSM's only)	HSD Offsite Planning Meeting Lunch	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA		Corporate Card		
	Allocations :	100.00% (\$190.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Slamer, Murray, TSM Hinsch, Paul, TSM Rozin, Rodi, TSM Chatham, John, VP Leadership & Development, TSM Miranda, Rich, President - Diversified Health, TSM Pomo, Michael, Director, TSM Cox, John, VP - US Dental Planning, TSM Filibault, Michele, VP Bus Group Field Logistics, TSM						
12/10/2010	Business Meals-6420 (Multiple TSM's only)	HSD Offsite Planning Mtg	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$3,658.54	No
	Allocations :	100.00% (\$3,658.54) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Steck, Dave, TSM Cavarella, Joe, Director & GM, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Slamer, Murray, TSM Hinsch, Paul, TSM Rozin, Rodi, TSM DeMark, John, TSM Philhower, Jim, Director NA Dental Sales Leader, TSM Chatham, John, VP Leadership & Development, TSM Miranda, Rich, President - Diversified Health, TSM Meadows, Jake, Dir US Career Development, TSM Nightingale, Nancy, Manager, TSM Pomo, Michael, Director, TSM KNOX, Maureen, TSM Cox, John, VP - US Dental Planning, TSM Gentis, Kam, NC ZGM, TSM Walsh, Marguerite, VP, Product Merchandising, TSM Miles, Stephen, Dir Tech Svcs, TSM Filibault, Michele, VP Bus Group Field Logistics, TSM Baucorn, Jon, Director, TSM Bumiston, Kevin, Director, TSM Bonesi, Jon, GM Special Markets, TSM Lamb, Bob, VP Global E-Commerce Systems, TSM Rogers, Colan, Director Special Markets, TSM Ligacorno, Jim, VP National Telesales Ops, TSM Mackay, Jack, Dir Business Information Analysis, TSM Nuss, Eric, Mgr Regional Sales, TSM Peterson, Brian, Vice President, Technology Sales, TSM Sherman, Jeff, Director, Private Brands Sales & TSM						
	Exceptions :	Corporate Policy allows a per diem of \$68.00 which includes tax and gratuity						
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/13/2012	Taxi/Rail/Ferry/Parking/Limo-6449	HSD Offsite Planning Meeting	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$438.00	No
	Allocations :	100.00% (\$438.00) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/15/2012	Hotel-6425	San Diego BDM	COURTYARD BY MARRIOTT	COURTYARD BY MARRIOTT	San Diego	Corporate Card	\$167.63	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
12/14/2012	Hotel Tax-6425	San Diego BDM	COURTYARD BY MARRIOTT	COURTYARD BY MARRIOTT	San Diego	Corporate Card	\$18.63	No
	Allocations :	100.00% (\$18.63) 010001920100						
Hotel-6425								

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
12/14/2012	Hotel-6425	San Diego EDM	COURTYARD BY MARRIOTT	COURTYARD BY MARRIOTT	San Diego	Corporate Card	\$149.00	No	
	Allocations :	100.00% (\$149.00)	010001920100						
11/29/2012	Hotel-6425	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$378.04	No	
	Hotel Tax-6425								
	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/28/2012	Hotel Tax-6425	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$57.93	No	
	Allocations :	100.00% (\$57.93)	010001920100						
11/27/2012	Hotel Tax-6425	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$57.93	No	
	Allocations :	100.00% (\$57.93)	010001920100						
	Hotel-6425								
	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/28/2012	Hotel-6425	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$369.00	No	
	Allocations :	100.00% (\$369.00)	010001920100						
11/27/2012	Hotel-6425	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$369.00	No	
	Allocations :	100.00% (\$369.00)	010001920100						
	Meals Self-6420 (Breakfast/Lunch/Dinner)								
	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/28/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$43.69	No	
	Allocations :	100.00% (\$43.69)	010001920100						
	Exceptions :	You have exceeded the daily meal limit. Please adjust this amount to conform to the travel policy.							
11/27/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$38.61	No	
	Allocations :	100.00% (\$38.61)	010001920100						
11/26/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$38.61	No	
	Allocations :	100.00% (\$38.61)	010001920100						
	Miscellaneous-8550								
	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/29/2012	Miscellaneous-8550	GNV	MARRIOTT 33789 NY MARQ	MARRIOTT 33789 NY MARQ	New York	Corporate Card	\$3.27	Yes	
	Hotel-6425								
	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/16/2012	Hotel-6425	Gordon Christensen	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$245.97	No	
	Hotel Tax-6425								
	Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/15/2012	Hotel Tax-6425	Gordon Christensen	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$26.30	No	
	Allocations :	100.00% (\$26.30)	010001920100						
	Hotel-6425								

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/15/2012	Hotel-6425	Gordon Christensen	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$202.30	No
		Allocations :	100.00% (\$202.30) 010001920100					
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/15/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	Gordon Christensen	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Rosemont	Corporate Card	\$17.37	No
		Allocations :	100.00% (\$17.37) 010001920100					
12/14/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	San Diego BDM	BRICK AND BELL CAFE	BRICK AND BELL CAFE	La Jolla	Corporate Card	\$7.60	No
		Allocations :	100.00% (\$7.60) 010001920100					
12/13/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	San Diego BDM	SARA LEE SANDWICH SHOP	SARA LEE SANDWICH SHOP	Denver	Corporate Card	\$10.24	No
		Allocations :	100.00% (\$10.24) 010001920100					
12/13/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	San Diego BDM	MKE ALTERRA COFFEE C	MKE ALTERRA COFFEE C	Milwaukee	Corporate Card	\$7.33	No
		Allocations :	100.00% (\$7.33) 010001920100					
12/11/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSD Office Meeting	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$2.00	No
		Allocations :	100.00% (\$2.00) 010001920100					
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
11/16/2012	Taxi/Rail/Ferry/Parking/Limo-6449	Gordon Christensen Seminar	HYATT HOTELS O'HARE	HYATT HOTELS O'HARE	Chicago	Corporate Card	\$32.00	No
		Allocations :	100.00% (\$32.00) 010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$9,222.35
Personal Expenses :	\$3.27
Total Amount Claimed :	\$9,222.35
Amount Approved :	\$9,222.35
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$9,222.35
Total Paid By Company :	\$9,222.35
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$3.27
Total Paid By TSM :	\$3.27

Expense Report

Report Name : FMM/Budget/GKAS/Spec initiative,

TSM Name : Sullivan, Timothy J
TSM ID : 94081

Report Header

Policy : HSI
Business Purpose : Attend Agen, Budget & FMM, Specialist initiative & GKAS Meetings, San Diego BOM, Canadian NSM
Report ID : 3405660028A54AABBF1D
Report Date : 01/21/2013
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/16/2013	Air Travel Fees-Miscellaneous-6410	Budget Meetings - Early Boarding	SOUTHWES 5262491812656	SOUTHWES 5262491812656	Milwaukee	Corporate Card	\$48.00	No
Allocations :		100.00% (\$48.00) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/16/2013	Airfare-6410	Attend Budget Meetings	DELTA 0067198861592	DELTA 0067198861592	Melville	Corporate Card	\$519.00	No
Allocations :		100.00% (\$519.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
01/16/2013	Airfare-6410	GKAS Event	UNITED 0167198861570	UNITED 0167198861570	Milwaukee	Corporate Card	\$158.98	No
Allocations :		100.00% (\$158.98) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
01/16/2013	Airfare-6410	GKAS Event	DELTA 0067198861571	DELTA 0067198861571	Milwaukee	Corporate Card	\$197.22	No
Allocations :		100.00% (\$197.22) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
01/16/2013	Airfare-6410	Budget Meetings	SOUTHWES 5262491808560	SOUTHWES 5262491808560	Milwaukee	Corporate Card	\$343.90	No
Allocations :		100.00% (\$343.90) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
01/02/2013	Airfare-6410	GKAS Event	UNITED 0167198861592	UNITED 0167198861592	Milwaukee	Corporate Card	\$640.70	No
Allocations :		100.00% (\$640.70) 010001920100						

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Attendees : Sullivan, Timothy, This TSM								
Business Meals-6416(Customer, Clients)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/17/2013	Business Meals-6416 (Customer, Clients)	HSD Table at CMW CHA Gala	ORAL HEALTH AMERICA	ORAL HEALTH AMERICA	Chicago	Corporate Card	\$3,000.00	No
Allocations :		100.00% (\$3,000.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM						
Exceptions :		You have exceeded the company policy limit of \$100.00 per person including tax and gratuity						
Business Meals-6420(Multiple TSM's only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/10/2013	Business Meals-6420 (Multiple TSM's only)	EMM Mtg - no receipt	THE PRISTER F&B	THE PRISTER F&B	Milwaukee	Corporate Card	\$36.65	No
Allocations :		100.00% (\$36.65) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Streck, Dave, TSM Porro, Michael, Director, TSM Gantos, Kam, NC ZGM, TSM Bailey, Paul, WI RM, TSM						
Corporate Meetings-7330								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/04/2013	Corporate Meetings-7330	HSD OnSite Meeting - AV Credit	INTERCONTINENTAL MILWA	INTERCONTINENTAL MILWA	Milwaukee	Corporate Card	\$-206.13	No
Allocations :		100.00% (\$-206.13) 010001920100						
Dues/Subscriptions-6450								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/08/2013	Dues/Subscriptions-6450	Milwaukee Journal Subscription	JRN COMMUNICATIONS	JRN COMMUNICATIONS	Milwaukee	Corporate Card	\$240.29	No
Allocations :		100.00% (\$240.29) 010001920100						
01/02/2013	Dues/Subscriptions-6450	The Economist Subscription Renewal	PUBLISHERS PAYMENT PRO	PUBLISHERS PAYMENT PRO	Milwaukee	Corporate Card	\$359.90	No
Allocations :		100.00% (\$359.90) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/16/2013	Hotel-6425	Specialist initiative Mtg	HILTON HOTELS CHARE	HILTON HOTELS CHARE	Chicago	Corporate Card	\$197.33	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/14/2013	Hotel Tax-6425	Specialist initiative Mtg	HILTON HOTELS CHARE	HILTON HOTELS CHARE	Chicago	Corporate Card	\$26.08	No
Allocations :		100.00% (\$26.08) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/14/2013	Hotel-6425				Chicago		\$159.00	No

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
		Specialist Initiative Mtg	HILTON HOTELS OHARE	HILTON HOTELS OHARE		Corporate Card		
Meals Self-6420 (Breakfast/Lunch/Dinner)		100.00% (\$158.00)	010001920100					
01/14/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Specialist Initiative Mtg	HILTON HOTELS OHARE	HILTON HOTELS OHARE	Chicago	Corporate Card	\$12.31	No
		100.00% (\$12.31)	010001920100					
01/16/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Personal Expense	VITUCCI'S PIZZA	VITUCCI'S PIZZA	New Berlin	Corporate Card	\$39.17	Yes
12/18/2012	Meals Self-6420 (Breakfast/Lunch/Dinner)	AGSM Mtg/An Diego BDM	FRONTIER ONBOARD FB	FRONTIER ONBOARD FB	Milwaukee	Corporate Card	\$6.50	No
		100.00% (\$6.50)	010001920100					
Taxi/Rail/Ferry/Parking/Limo-6449								
01/09/2013	Taxi/Rail/Ferry/Parking/Limo-6449	FMM Valet Parking - Lot was 4UR	THE PFISTER	THE PFISTER	Milwaukee	Corporate Card	\$16.00	No
		100.00% (\$16.00)	010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$5,599.97
Personal Expenses :	\$39.17
Total Amount Claimed :	\$5,559.80
Amount Approved :	\$5,559.80
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$5,559.80
Total Paid By Company :	\$5,559.80
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$39.17
Total Paid By TSM :	\$39.17

Expense Report

Report Name : Budget/Canada NSM/BDM/GKAS/3M

TSM Name : Sullivan, Timothy J

TSM ID : 94081

Report Header

Policy : HSI

Business Purpose : Budget Meetings, Canada NSM, DesMoines
BDM, GKAS, 3M Dinner, OTA Event,
Interview

Report Id : 03AD68BC2C974670A801

Report Date : 02/19/2013

Approval Status : Approved

Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/11/2013	Air Travel Fees-Miscellaneous-6410	3M Dinner/HSI Only	SOUTHWES 6260624194655	SOUTHWES 6260624194655	New York	Corporate Card	\$10.00	No
	Allocations :	100.00% (\$10.00) 010001920100						
01/31/2013	Air Travel Fees-Miscellaneous-6410	GRAS - Exit Row	DELTA 0060165365888	DELTA 0060165365888	Louisville	Corporate Card	\$8.00	No
	Allocations :	100.00% (\$8.00) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/13/2013	Airfare-6410	DesMoines BDM	AMERICAN 0017205393706	AMERICAN 0017205393706	Melville	Corporate Card	\$122.73	No
	Allocations :	100.00% (\$122.73) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/13/2013	Airfare-6410	DesMoines BDM	DELTA 0060165365888	DELTA 0060165365888	Melville	Corporate Card	\$612.44	No
	Allocations :	100.00% (\$612.44) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/11/2013	Airfare-6410	3M Dinner/HSI Only	AIRTRANA 3327205393707	AIRTRANA 3327205393707	Melville	Corporate Card	\$109.80	No
	Allocations :	100.00% (\$109.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

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02/11/2013	Airfare-6410	3M Dinner/HSI City	SOUTHWES 8282498267171	SOUTHWES 8282498267171	Milwaukee	Corporate Card	\$117.90	No
	Allocations :	100.00% (\$117.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/08/2013	Airfare-6410	Canada NSM	UNITED 0162926645499	UNITED 0162926645499	Chicago	Corporate Card	\$269.00	No
	Allocations :	100.00% (\$269.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/07/2013	Airfare-6410	3M Dinner	DELTA 0067204384323	DELTA 0067204384323	Melville	Corporate Card	\$231.52	No
	Allocations :	100.00% (\$231.52) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/05/2013	Airfare-6410	Canada NSM	UNITED 0162926615270	UNITED 0162926615270	Milwaukee	Corporate Card	\$359.00	No
	Allocations :	100.00% (\$359.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/06/2013	Airfare-6410	Canada NSM - rebooked flight	UNITED 0167194551982	UNITED 0167194551982	Milwaukee	Corporate Card	\$298.55	No
	Allocations :	100.00% (\$298.55) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/01/2013	Airfare-6410	GKAS	DELTA 0062167806821	DELTA 0062167806821	Atlanta	Corporate Card	\$50.00	No
	Allocations :	100.00% (\$50.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/01/2013	Airfare-6410	GKAS - Exit Row - Flight Changed	DELTA 0060185365888	DELTA 0060185365888	Atlanta	Corporate Card	\$-9.00	No
	Allocations :	100.00% (\$-9.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
01/30/2013	Airfare-6410	GKAS - Exit Row Seats	UNITED 0162926158059	UNITED 0162926158059	Louisville	Corporate Card	\$28.00	No
	Allocations :	100.00% (\$28.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
01/19/2013	Airfare-6410	Budget Migs - Flight Change	DELTA 0050184352032	DELTA 0050184352032	New York	Corporate Card	\$75.00	No
	Allocations :	100.00% (\$75.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/12/2013	Business Meals-6420 (Multiple TSM's only)	HSD Meeting	COOPER'S HAWK BRKFLD	COOPER'S HAWK BRKFLD	Brockfield	Corporate Card	\$245.90	No
	Allocations :	100.00% (\$245.90) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Stark, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Miles, Stephen, Dir Tech Svcs, TSM Filiak, Michele, VP Bus Group Field Logistics, TSM						
01/31/2013	Business Meals-6420 (Multiple TSM's only)	GKAS - Louisville Team Meeting	PROOF ON MAIN	PROOF ON MAIN	Louisville	Corporate Card	\$125.40	No
	Allocations :	100.00% (\$125.40) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Bush, Tracy, FSC, TSM Gurskey, Joe, RM, TSM Mann, Sean, ESS, TSM						

Taylor, Shaun, FSC, TSM
 Brumley, Kyle, ESS, TSM

01/23/2013 Business Meals-6420 (Multiple TSM's only) Meeting with Tracy Bush 8*TWELVE 8*TWELVE Brookfield Corporate Card \$89.62 No

Allocations : 100.00% (\$89.62) 010001920100

Attendees : Sullivan, Timothy, This TSM
 Bush, Tracy, FSC, TSM

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/14/2013	Corporate Car Service-6411 (All Star Only)	Canada NSC	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SFR	Vancouver	Corporate Card	\$175.00	No
		Allocations : 100.00% (\$175.00) 010001920100						
		Attendees : Sullivan, Timothy, This TSM						
		Exceptions : Please double-check your receipt to determine if this expense contains VAT or any other foreign tax. If your receipt has VAT, please update 'Expense Contains VAT' to 'Yes' and enter the tax amount in the VAT Amount field.						

02/03/2013	Corporate Car Service-6411 (All Star Only)	GKAS	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Louisville	Corporate Card	\$100.25	No
		Allocations : 100.00% (\$100.25) 010001920100						
		Attendees : Sullivan, Timothy, This TSM						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/01/2013	Hotel-6425	GKAS	210 MUSEUM HOTEL	210 MUSEUM HOTEL	Louisville	Corporate Card	\$345.30	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/31/2013	Hotel Tax-6425	GKAS	210 MUSEUM HOTEL	210 MUSEUM HOTEL	Louisville	Corporate Card	\$41.58	No
		Allocations : 100.00% (\$41.58) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/31/2013	Hotel-6425	GRAS	210 MUSEUM HOTEL	210 MUSEUM HOTEL	Louisville	Corporate Card	\$279.00	No
		Allocations : 100.00% (\$279.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/31/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	GKAS	210 MUSEUM HOTEL	210 MUSEUM HOTEL	Louisville	Corporate Card	\$24.42	No
		Allocations : 100.00% (\$24.42) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/19/2013	Hotel-6425	Budget Meetings	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$252.00	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/17/2013	Hotel Tax-6425	Budget Meetings	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$20.23	No
Allocations :		100.00% (\$20.23) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/17/2013	Hotel-6425	Budget Meetings	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$174.00	No
Allocations :		100.00% (\$174.00) 010001920100						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
01/17/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Budget Meetings	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$57.80	No
Allocations :		100.00% (\$57.80) 010001920100						
02/14/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)		STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$4.14	Yes
02/09/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Canada NSM - no receipt	WOLFGANG PUCK 20258315	WOLFGANG PUCK 20258315	Chicago	Corporate Card	\$12.95	No
Allocations :		100.00% (\$12.95) 010001920100						
02/06/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Canada NSM	SARA LEE SANDWICH SHOP	SARA LEE SANDWICH SHOP	Denver	Corporate Card	\$10.78	No
Allocations :		100.00% (\$10.78) 010001920100						
02/06/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Canada NSM	MIKE ALTERRA COFFEE C	MIKE ALTERRA COFFEE C	Milwaukee	Corporate Card	\$7.03	No
Allocations :		100.00% (\$7.03) 010001920100						
02/01/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)		GKAS SORA SUSHI - DTW	SORA SUSHI - DTW	Detroit	Corporate Card	\$14.60	No
Allocations :		100.00% (\$14.60) 010001920100						
02/01/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)		GKAS STARBUCKS FOUN10332260	STARBUCKS FOUN10332260	Detroit	Corporate Card	\$4.40	No
Allocations :		100.00% (\$4.40) 010001920100						
02/01/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)		GKAS WOODFORD BAR &10280048	WOODFORD BAR &10280048	Louisville	Corporate Card	\$18.81	No
Allocations :		100.00% (\$18.81) 010001920100						
01/31/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	GKAS - no receipt	MIKE ALTERRA COFFEE C	MIKE ALTERRA COFFEE C	Milwaukee	Corporate Card	\$2.50	No
Allocations :		100.00% (\$2.50) 010001920100						
01/19/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Budget Meetings	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Jamaica	Corporate Card	\$50.28	No
Allocations :		100.00% (\$50.28) 010001920100						

Meetings/Conventions-7310

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/11/2013	Meetings/Conventions-7310	OTA Event Registration at CMW	DENTAL TRADE ALLIANCE	DENTAL TRADE ALLIANCE	Chicago	Corporate Card	\$125.00	No
Allocations :		100.00% (\$125.00) 010001920100						

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Miscellaneous-8550

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/01/2013	Miscellaneous-8550	Personal	KWIK TRIP 35800003582	KWIK TRIP 35800003582	Brookfield	Corporate Card	\$64.28	Yes

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/01/2013	Taxi/Rail/Ferry/Parking/Limo-6449	GRAS	YELLOW CAB/DIGITAL DIS	YELLOW CAB/DIGITAL DIS	Louisville	Corporate Card	\$25.00	No
Allocations :		100.00% (\$25.00) 010001920100						
01/26/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Phil Cole - Interview	ACCUTRANS	ACCUTRANS	Milwaukee	Corporate Card	\$61.95	No
Allocations :		100.00% (\$61.95) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$4,047.27
Personal Expenses :	\$68.42
Total Amount Claimed :	\$3,948.85
Amount Approved :	\$3,948.85
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$3,948.85
Total Paid By Company :	\$3,948.85
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$68.42
Total Paid By TSM :	\$68.42

Expense Report
Report Name : CMW,JA BDM,3M Dinner

TSM Name : Sullivan, Timothy J.
 TSM ID : 94981

Report Header

Policy : HSI
Business Purpose : CMW, 3M Dinner in NY, Jane Shen Dinner & HSI Qtr, DesMoines BDM, Hinman
Report Id : 798E94B24AED47DF9ED7
Report Date : 03/15/2013
Approval Status : Approved
Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/23/2013	Air Travel Fees-Miscellaneous-6410	Hinman Wifi	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$6.96	No
	Allocations :	100.00% (\$6.96) 010001920100						
03/21/2013	Air Travel Fees-Miscellaneous-6410	Hinman - Luggage Fee	DELTA 0068211148390	DELTA 0068211149330	Atlanta	Corporate Card	\$25.00	No
	Allocations :	100.00% (\$25.00) 010001920100						
03/21/2013	Air Travel Fees-Miscellaneous-6410	Hinman - Stretch Seating	DELTA 0060170635587	DELTA 0060170635587	Atlanta	Corporate Card	\$19.00	No
	Allocations :	100.00% (\$19.00) 010001920100						
03/21/2013	Air Travel Fees-Miscellaneous-6410	Hinman - Exit Row Seat	DELTA 0060170635776	DELTA 0060170635776	Atlanta	Corporate Card	\$9.00	No
	Allocations :	100.00% (\$9.00) 010001920100						
03/21/2013	Air Travel Fees-Miscellaneous-6410	Hinman - Cancelled Exit Row Seat	DELTA 0060170635776	DELTA 0060170635776	Atlanta	Corporate Card	\$-9.00	No
	Allocations :	100.00% (\$-9.00) 010001920100						
03/13/2013	Air Travel Fees-Miscellaneous-6410	Des Moines BDM - Exit Row	AMERICAN 0010541545398	AMERICAN 0010541545398	Dallas	Corporate Card	\$24.00	No
	Allocations :	100.00% (\$24.00) 010001920100						
03/07/2013	Air Travel Fees-Miscellaneous-6410	Wifi in flight	GOGOAIR.COM	GOGOAIR.COM	New York	Corporate Card	\$10.00	No
	Allocations :	100.00% (\$10.00) 010001920100						

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03/05/2013	Air Travel Fees-Miscellaneous-6410	WiFi in flight	GOGOAIR.COM	GOGOAIR.COM	New York	Corporate Card	\$10.00	No
Allocations :		100.00% (\$10.00) 010001920100						
03/05/2013	Air Travel Fees-Miscellaneous-6410	WiFi in flight	GOGOAIR.COM	GOGOAIR.COM	Milwaukee	Corporate Card	\$10.00	No
Allocations :		100.00% (\$10.00) 010001920100						
03/01/2013	Air Travel Fees-Miscellaneous-6410	WiFi in flight	GOGOAIR.COM	GOGOAIR.COM	New York	Corporate Card	\$10.00	No
Allocations :		100.00% (\$10.00) 010001920100						
02/28/2013	Air Travel Fees-Miscellaneous-6410	3M Dinner	DELTA 0060168433857	DELTA 0060159553250	New York	Corporate Card	\$19.00	No
Allocations :		100.00% (\$19.00) 010001920100						
02/27/2013	Air Travel Fees-Miscellaneous-6410	3M Dinner	DELTA 0060168433857	DELTA 0060168433857	Milwaukee	Corporate Card	\$19.00	No
Allocations :		100.00% (\$19.00) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/19/2013	Airfare-6410	Hinman - no receipt	AIRTRANA 3320140294094	AIRTRANA 3320140294094	Atlanta	Corporate Card	\$69.00	No
Allocations :		100.00% (\$69.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
03/06/2013	Airfare-6410	Dinner for Jane Shen	DELTA 0067210371239	DELTA 0067210371239	Melville	Corporate Card	\$300.70	No
Allocations :		100.00% (\$300.70) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
03/01/2013	Airfare-6410	Hinman	DELTA 0067209725475	DELTA 0067209725475	Melville	Corporate Card	\$195.11	No
Allocations :		100.00% (\$195.11) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
03/01/2013	Airfare-6410	Hinman	AIRTRANA 3327209725475	AIRTRANA 3327209725475	Melville	Corporate Card	\$220.90	No
Allocations :		100.00% (\$220.90) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/21/2013	Business Meals-6420 (Multiple TSM's only)	Hinman - Georgia Team Dinner	Thrive	Thrive	Atlanta	Corporate Card	\$629.95	No
Allocations :		100.00% (\$629.95) 010001920100						
Attendees :		Sullivan, Timothy, This TSM DeMark, John, TSM Porro, Michael, Director, TSM Norris, George, ZGM, TSM Anderson, Bobby, RM, TSM Neil, Troy, RM, TSM Carringer, Scott, RM, TSM Steck, Ryan, RM, TSM Glover, Marcus, ROM, TSM						
Exceptions :		Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity						
03/20/2013	Business Meals-6420 (Multiple TSM's only)	Hinman Dinner	PEASANT BISTRO	PEASANT BISTRO	Decatur	Corporate Card	\$625.18	No
Allocations :		100.00% (\$625.18) 010001920100						
Attendees :		Sullivan, Timothy, This TSM DeMark, John, TSM Baker, Russ, RGM, TSM Steck, Ryan, RGM, TSM Anderson, Bobby, RM, TSM Neil, Troy, RM, TSM						

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

	Allocations :	100.00% (\$174.24) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
03/03/2013	Corporate Car Service-6411 (All Star Only)	3M Dinner	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	New York	Corporate Card	\$148.11	No
	Allocations :	100.00% (\$148.11) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/27/2013	Corporate Car Service-6411 (All Star Only)	CMW OTA Gala	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Chicago	Corporate Card	\$188.75	No
	Allocations :	100.00% (\$188.75) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/23/2013	Corporate Car Service-6411 (All Star Only)	CMW OTA Gala	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$164.00	No
	Allocations :	100.00% (\$164.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/23/2013	Corporate Car Service-6411 (All Star Only)	CMW OTA Gala	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Chicago	Corporate Card	\$195.00	No
	Allocations :	100.00% (\$195.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
02/16/2013	Corporate Car Service-6411 (All Star Only)	Canada NSM	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Vancouver	Corporate Card	\$132.00	No
	Allocations :	100.00% (\$132.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
	Exceptions :	Please double-check your receipt to determine if this expense contains VAT or any other foreign tax. If your receipt has VAT, please update 'Expense Contains VAT' to 'Yes' and enter the tax amount in the VAT Amount field.						

Donations-8210

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/16/2013	Donations-8210	TSM - Mission of Mercy Raffle	MILW BREWERS INTERNET	MILW BREWERS INTERNET	Milwaukee	Corporate Card	\$112.00	No
	Allocations :	100.00% (\$112.00) 010001920100						
	Exceptions :	Copies of receipts must be forwarded to Accounts Payable						
03/02/2013	Donations-8210	Oral Health Appreciation Donation	Oral Health America	Oral Health America	Jamaica	Cash	\$1,000.00	No
	Allocations :	100.00% (\$1,000.00) 010001920100						
	Exceptions :	Copies of receipts must be forwarded to Accounts Payable						

Dues/Subscriptions-5450

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/22/2013	Dues/Subscriptions-5450	Milwaukee Business Journal 3 Year Subscription	MILWAUKEE BIZ JOURNAL	MILWAUKEE BIZ JOURNAL	Milwaukee	Corporate Card	\$218.00	No
	Allocations :	100.00% (\$218.00) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/22/2013	Hotel-6425	Hotman	OMNI ATLANTA CNN	OMNI ATLANTA CNN	Atlanta	Corporate Card	\$484.88	No
	Hotel Tax-6425							

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/21/2013	Hotel Tax-6425	Hinman	OMNI ATLANTA CNN	OMNI ATLANTA CNN	Atlanta	Corporate Card	\$33.44	No
	Allocations :	100.00%	(\$33.44)	010001920100				
03/20/2013	Hotel Tax-6425	Hinman	OMNI ATLANTA CNN	OMNI ATLANTA CNN	Atlanta	Corporate Card	\$33.44	No
	Allocations :	100.00%	(\$33.44)	010001920100				

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/21/2013	Hotel-6425	Hinman	OMNI ATLANTA CNN	OMNI ATLANTA CNN	Atlanta	Corporate Card	\$209.00	No
	Allocations :	100.00%	(\$209.00)	010001920100				
03/20/2013	Hotel-6425	Hinman	OMNI ATLANTA CNN	OMNI ATLANTA CNN	Atlanta	Corporate Card	\$209.00	No
	Allocations :	100.00%	(\$209.00)	010001920100				
03/16/2013	Hotel-6425	DesMoines BDM	HOLIDAY INN AND SUITES	HOLIDAY INN AND SUITES	Des Moines	Corporate Card	\$167.99	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/15/2013	Hotel Tax-6425	DesMoines BDM	HOLIDAY INN AND SUITES	HOLIDAY INN AND SUITES	Des Moines	Corporate Card	\$18.00	No
	Allocations :	100.00%	(\$18.00)	010001920100				

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/15/2013	Hotel-6425	DesMoines BDM	HOLIDAY INN AND SUITES	HOLIDAY INN AND SUITES	Des Moines	Corporate Card	\$149.99	No
	Allocations :	100.00%	(\$149.99)	010001920100				
03/09/2013	Hotel-6425	HSI Quarterly	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$450.43	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/07/2013	Hotel Tax-6425	HSI Quarterly	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$20.23	No
	Allocations :	100.00%	(\$20.23)	010001920100				
03/06/2013	Hotel Tax-6425	HSI Quarterly	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$20.20	No
	Allocations :	100.00%	(\$20.23)	010001920100				

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/07/2013	Hotel-6425	HSI Quarterly	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$174.00	No
	Allocations :	100.00%	(\$174.00)	010001920100				
03/06/2013	Hotel-6425	HSI Quarterly	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$174.00	No

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Allocations :								
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/09/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI Quarterly	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$59.97	No
Allocations :								
100.00% (\$59.97) 010001920100								
03/09/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI Quarterly	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$2.00	No
Allocations :								
100.00% (\$2.00) 010001920100								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/02/2013	Hotel-6425	3M Dinner	MARRIOTT 33710 LAGUARD	MARRIOTT 33710 LAGUARD	New York	Corporate Card	\$305.21	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/28/2013	Hotel Tax-6425	3M Dinner	MARRIOTT 33710 LAGUARD	MARRIOTT 33710 LAGUARD	New York	Corporate Card	\$41.71	No
Allocations :								
100.00% (\$41.71) 010001920100								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/28/2013	Hotel-6425	3M Dinner	MARRIOTT 33710 LAGUARD	MARRIOTT 33710 LAGUARD	New York	Corporate Card	\$258.00	No
Allocations :								
100.00% (\$258.00) 010001920100								
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/28/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	3M Dinner	MARRIOTT 33710 LAGUARD	MARRIOTT 33710 LAGUARD	New York	Corporate Card	\$4.50	No
Allocations :								
100.00% (\$4.50) 010001920100								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/23/2013	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$1,416.39	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/22/2013	Hotel Tax-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$65.56	No
Allocations :								
100.00% (\$65.56) 010001920100								
02/21/2013	Hotel Tax-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$65.56	No

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
Allocations : 100.00% (\$65.55) 010001920100								
02/20/2013	Hotel Tax-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$65.55	No
Allocations : 100.00% (\$65.55) 010001920100								
Hotel-6425								
02/22/2013	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
Allocations : 100.00% (\$400.00) 010001920100								
02/21/2013	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
Allocations : 100.00% (\$400.00) 010001920100								
02/20/2013	Hotel-6425	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$400.00	No
Allocations : 100.00% (\$400.00) 010001920100								
Meals Self-6420 (Breakfast/Lunch/Dinner)								
02/23/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$19.65	No
Allocations : 100.00% (\$19.65) 010001920100								
03/22/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Hinman	COACH S CORNER	COACH S CORNER	Atlanta	Corporate Card	\$14.47	No
Allocations : 100.00% (\$14.47) 010001920100								
03/22/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Hinman	MORSELS OMNI ATLANTA	MORSELS OMNI ATLANTA	Atlanta	Corporate Card	\$8.83	No
Allocations : 100.00% (\$8.83) 010001920100								
03/20/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW - 1 breakfast, 2 Meetings	FRENCH MEADOW 20604054	FRENCH MEADOW 20604054	Milwaukee	Corporate Card	\$19.60	No
Allocations : 100.00% (\$19.60) 010001920100								
03/15/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	DesMoine BDM	DSM IOWA TAP RM	DSM IOWA TAP RM	Des Moines	Corporate Card	\$17.29	No
Allocations : 100.00% (\$17.29) 010001920100								
03/15/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Des Moine BDM	CARIBOU COFFEE 1255	CARIBOU COFFEE 1255	Des Moines	Corporate Card	\$5.29	No
Allocations : 100.00% (\$5.29) 010001920100								
03/07/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City	NATIONS CAFE	NATIONS CAFE	New York	Corporate Card	\$21.05	No
Allocations : 100.00% (\$21.05) 010001920100								
03/06/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City	COOLER ON THE 20600110	COOLER ON THE 20600110	Milwaukee	Corporate Card	\$15.67	No
Allocations : 100.00% (\$15.67) 010001920100								
03/02/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Melville	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Jamaica	Corporate Card	\$2.60	No
Allocations : 100.00% (\$2.60) 010001920100								
03/02/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	3M Dinner	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Jamaica	Corporate Card	\$19.65	No
Allocations : 100.00% (\$19.65) 010001920100								
02/28/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	COOLER ON THE 20600110	COOLER ON THE 20600110	Milwaukee	Corporate Card	\$14.19	No
Allocations : 100.00% (\$14.19) 010001920100								
02/20/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	SO MENSUR MOHAMAD	SO MENSUR MOHAMAD	Chicago	Corporate Card	\$13.65	No

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	Allocations :	100.00%	(\$13.65)	010001920100				
02/19/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$8.29	No
	Allocations :	100.00%	(\$8.29)	010001920100				
02/19/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	CMW	HYATT HOTELS MCCORMICK	HYATT HOTELS MCCORMICK	Chicago	Corporate Card	\$13.21	No
	Allocations :	100.00%	(\$13.21)	010001920100				
Miscellaneous-8550								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
02/24/2013	Miscellaneous-8550	Personal Expense	PCMR SNOW HUT	PCMR SNOW HUT	Park City	Corporate Card	\$40.78	Yes
02/24/2013	Miscellaneous-8550	Personal Expense	PCMR RESORT SERVICES	PCMR RESORT SERVICES	Park City	Corporate Card	\$81.00	Yes
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/15/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Des Moines RDM - Car to Airport	ACCUTRANS	ACCUTRANS		Corporate Card	\$77.29	No
	Allocations :	100.00%	(\$77.29)	010001920100				
02/21/2013	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	CHI TAXI MED 1143	CHI TAXI MED 1143	Chicago	Corporate Card	\$15.45	No
	Allocations :	100.00%	(\$15.45)	010001920100				
02/19/2013	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	TAXI AFFILIATION SVC	TAXI AFFILIATION SVC	Chicago	Corporate Card	\$17.45	No
	Allocations :	100.00%	(\$17.45)	010001920100				
02/19/2013	Taxi/Rail/Ferry/Parking/Limo-6449	CMW	TAXI AFFILIATION SVC	TAXI AFFILIATION SVC	Chicago	Corporate Card	\$16.85	No
	Allocations :	100.00%	(\$16.85)	010001920100				
02/18/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Amtrak to CMW	AMTRAK .COM 0491129048628	AMTRAK .COM 0491129048628	Milwaukee	Corporate Card	\$24.00	No
	Allocations :	100.00%	(\$24.00)	010001920100				

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding

Report Total :	\$8,876.03
Personal Expenses :	\$121.78
Total Amount Claimed :	\$8,754.25
Amount Approved :	\$8,754.25
Company Disbursements	
Amount Due TSM :	\$1,000.00
Amount Due Company Card :	\$7,754.25
Total Paid By Company :	\$8,754.25
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$121.78
Total Paid By TSM :	\$121.78

Expense Report
 Report Name : DTA, RTP, UofIL, Hinman/HSI Qty

TSM Name : Sullivan, Timothy J.
 TSM ID : 94981

Report Header

Policy : HSI
 Business Purpose : DTA Meeting, RTP, Uof IL, Dental School Meeting,
 Hinman, HSI Qty Mgmt. Mtg/
 Report Id : 88704804800C465E868E
 Report Date : 05/09/2013
 Approval Status : Approved
 Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/24/2013	Air Travel Fees-Miscellaneous-6410	RTP - WFL	GOGOAIR.COM	GOGOAIR.COM	Chicago	Corporate Card	\$16.95	No
	Allocations :	100.00% (\$16.95) 010001920100						
04/17/2013	Air Travel Fees-Miscellaneous-6410	DTA	GOGOAIR.COM	GOGOAIR.COM	Washington	Corporate Card	\$5.95	No
	Allocations :	100.00% (\$5.95) 010001920100						
04/16/2013	Air Travel Fees-Miscellaneous-6410	DTA	GOGOAIR.COM	GOGOAIR.COM	Chicago	Corporate Card	\$5.95	No
	Allocations :	100.00% (\$5.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/09/2013	Airfare-6410	HSI Mgmt Mtg - Flight Cancelled	SCUITHWES 5282128188778	SCUITHWES 5282128188778	Milwaukee	Corporate Card	\$ 195.80	No
	Allocations :	100.00% (\$ 195.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/23/2013	Airfare-6410	RTP	AMERICAN 0010642597140	AMERICAN 0010642597140	Dallas	Corporate Card	\$118.08	No
	Allocations :	100.00% (\$118.08) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
04/09/2013	Airfare-6410	DTA Meeting	AIRTRANA1 3327218672863	AIRTRANA1 3327218672863	Melville	Corporate Card	\$313.80	No
	Allocations :	100.00% (\$313.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6415(Customer, Clients)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense
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Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/15/2013	Business Meals-6415 (Customer, Clients)	Pact-One Solutions Dinner	EDDIE MARTINI'S EN	EDDIE MARTINI'S EN	Wauwatosa	Corporate Card	\$411.36	No
Allocations :		100.00% (\$411.36) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Stech, Dave, TSM Watson, Brian, VP Strategic & Bus Planning, HSI, TSM Edwards, Orr, President, PACT-ONE Solutions, Inc., Business Guest						
Exceptions :		You have exceeded the company policy limit of \$100.00 per person including tax and gratuity						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/27/2013	Business Meals-6420 (Multiple TSM's only)	RTP - no receipt	SKY GRILL	SKY GRILL	St Kilda	Corporate Card	\$16.66	No
Allocations :		100.00% (\$16.66) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Sullivan, Kay, Spouse						
Exceptions :		Please double-check your receipt to determine if this expense contains VAT or any other foreign tax. If your receipt has VAT, please update "Expense Contains VAT" to "Yes" and enter the tax amount in the VAT Amount field.						
04/27/2013	Business Meals-6420 (Multiple TSM's only)	RTP - no receipt	NORTHWEST MQMT	NORTHWEST MQMT	Chicago	Corporate Card	\$17.25	No
Allocations :		100.00% (\$17.25) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Sullivan, Kay, Spouse Harang, Matt, Spouse						
04/24/2013	Business Meals-6420 (Multiple TSM's only)	DTA	STARBUCKS HK A20201633	STARBUCKS HK A20201633	Chicago	Corporate Card	\$31.54	No
Allocations :		100.00% (\$31.54) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Chatham, John, VP Leadership & Development, TSM Sullivan, Kay, Spouse Chatham, Jeanne, Spouse Harang, Matt, Spouse						
04/24/2013	Business Meals-6420 (Multiple TSM's only)	RTP - no receipt	TGI FRIDAYS #2050	TGI FRIDAYS #2050	Miami	Corporate Card	\$127.25	No
Allocations :		100.00% (\$127.25) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Peterson, Chris, Director - Support & Admin, HSD, TSM Chatham, John, VP Leadership & Development, TSM Sullivan, Kay, Spouse Harang, Matt, Spouse Chatham, Jeanne, Spouse						

Corporate Car Service-6411 (All Star Only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/26/2013	Corporate Car Service-6411 (All Star Only)	DTA Meeting	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Washington	Corporate Card	\$72.00	No
Allocations :		100.00% (\$72.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
04/18/2013	Corporate Car Service-6411 (All Star Only)	DTA	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Washington	Corporate Card	\$72.00	No
Allocations :		100.00% (\$72.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						
03/28/2013	Corporate Car Service-6411 (All Star Only)	Homan	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Atlanta	Corporate Card	\$107.00	No
Allocations :		100.00% (\$107.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM						

Entertainment-Other (non meal)-6415

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
03/03/2013					Milwaukee		\$1,085.00	No

Entertainment-Other (non meal)-6415 Exclusive Purpose MILWAUKEE BREWERS BOX MILWAUKEE BREWERS BOX Corporate Card

Attendees : Sullivan, Timothy, This TSM Parno, Michael, Director, TSM Schlosser, Ryan, EPS, TSM Hobbs, Sam, EPS, TSM Schellenberger, David, EPS, TSM Silva, Jenni, EPS, TSM Dever, Katie, EPS, TSM Gritz, Ryan, EPS, TSM Deranian, Andrienne, EPS, TSM Fenne, John, Hi-Tech EG, TSM Gausfield, Tom, RM - NY, TSM

Exceptions : Total amount of expense is deemed excessive, please review and add comments before approving.

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
06/03/2013	Business Meals-6420 (Multiple TSM's only)	Exclusive Purpose Training	MILWAUKEE BREWERS BOX	MILWAUKEE BREWERS BOX	Milwaukee	Corporate Card	\$350.00	No
Allocations :		100.00% (\$350.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Parno, Michael, Director, TSM Schlosser, Ryan, EPS, TSM Hobbs, Sam, EPS, TSM Schellenberger, David, EPS, TSM Silva, Jenni, EPS, TSM Dever, Katie, EPS, TSM Gritz, Ryan, EPS, TSM Deranian, Andrienne, EPS, TSM Fenne, John, Hi-Tech EG, TSM Gausfield, Tom, RM - NY, TSM						

Entertainment-Other (non meal)-6415

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
06/03/2013	Entertainment-Other (non meal)-6415	Exclusive Purpose Training	MILWAUKEE BREWERS BOX	MILWAUKEE BREWERS BOX	Milwaukee	Corporate Card	\$715.00	No
Allocations :		100.00% (\$715.00) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Parno, Michael, Director, TSM Schlosser, Ryan, EPS, TSM Hobbs, Sam, EPS, TSM Schellenberger, David, EPS, TSM Silva, Jenni, EPS, TSM Dever, Katie, EPS, TSM Gritz, Ryan, EPS, TSM Deranian, Andrienne, EPS, TSM Fenne, John, Hi-Tech EG, TSM Gausfield, Tom, RM - NY, TSM						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/24/2013	Hotel-6425	RTP	SHERATON	SHERATON	Rosemont	Corporate Card	\$508.00	No

Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/23/2013	Hotel Tax-6425	RTP	SHERATON	SHERATON	Rosemont	Corporate Card	\$20.70	No
Allocations :		100.00% (\$20.70) 010001920100						

Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/25/2013	Hotel-6425	RTP	SHERATON	SHERATON	Rosemont	Corporate Card	\$159.20	No
Allocations :		100.00% (\$159.20) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/23/2013	Taxi/Rail/Ferry/Parking/Limo-6449	RTP	SHERATON	SHERATON	Rosemont	Corporate Card	\$30.00	No
Allocations :		100.00% (\$30.00) 010001920100						

Hotel-8425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/17/2013	Hotel-8425	DTA Meeting	WESTIN ARLINGTON GATEW	WESTIN ARLINGTON GATEW	Arlington	Corporate Card	\$356.70	No

Hotel Tax-8425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/16/2013	Hotel Tax-8425	DTA Meeting	WESTIN ARLINGTON GATEW	WESTIN ARLINGTON GATEW	Arlington	Corporate Card	\$27.80	No
Allocations :		100.00% (\$27.80) 010001920100						

Hotel-8425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/16/2013	Hotel-8425	DTA Meeting	WESTIN ARLINGTON GATEW	WESTIN ARLINGTON GATEW	Arlington	Corporate Card	\$279.00	No
Allocations :		100.00% (\$279.00) 010001920100						

Meals Self-8420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/16/2013	Meals Self-8420 (Breakfast/Lunch/Dinner)	DTA Meeting	WESTIN ARLINGTON GATEW	WESTIN ARLINGTON GATEW	Arlington	Corporate Card	\$29.80	No
Allocations :		100.00% (\$29.80) 010001920100						

04/27/2013	Meals Self-8420 (Breakfast/Lunch/Dinner)	RTP - No receipt	MANNINGHUBERT CAFE#240PS	MANNINGHUBERT CAFE#240PS	Miami	Corporate Card	\$10.54	No
Allocations :		100.00% (\$10.54) 010001920100						

04/17/2013	Meals Self-8420 (Breakfast/Lunch/Dinner)	DTA	RA LONGWORTH11187317	RA LONGWORTH11187317	Washington	Corporate Card	\$1.60	No
Allocations :		100.00% (\$1.60) 010001920100						

04/17/2013	Meals Self-8420 (Breakfast/Lunch/Dinner)	DTA	RA LONGWORTH11187317	RA LONGWORTH11187317	Washington	Corporate Card	\$0.98	No
Allocations :		100.00% (\$0.98) 010001920100						

04/17/2013	Meals Self-8420 (Breakfast/Lunch/Dinner)	DTA	SAMUEL ADAMS BROS#158	SAMUEL ADAMS BROS#158	Washington	Corporate Card	\$19.24	No
Allocations :		100.00% (\$19.24) 010001920100						

04/16/2013	Meals Self-8420 (Breakfast/Lunch/Dinner)	DTA - no receipt	CHILUS TOO MKE20608154	CHILUS TOO MKE20608154	Milwaukee	Corporate Card	\$7.51	No
Allocations :		100.00% (\$7.51) 010001920100						

03/22/2013	Meals Self-8420 (Breakfast/Lunch/Dinner)	Hirman - no receipt	STARBUCKS #09888 ATLAN	STARBUCKS #09888 ATLAN	Atlanta	Corporate Card	\$7.02	No
Allocations :		100.00% (\$7.02) 010001920100						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
04/05/2013	Taxi/Rail/Ferry/Parking/Limo-6449	U of IL Dental School Meeting - Antrex Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$6.00	No
Allocations :		100.00% (\$6.00) 010001920100						

04/04/2013	Taxi/Rail/Ferry/Parking/Limo-6449	U of IL Dental	AMTRAK.COM 0948104109442	AMTRAK.COM 0948104109442		Corporate Card	\$48.60	No
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	School Mtg.
Allocations :	100.00% (\$48.00) 010001020100

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$2,835.49
Personal Expenses :	\$0.00
Total Amount Claimed :	\$2,835.49
Amount Approved :	\$2,835.49
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$2,835.49
Total Paid By Company :	\$2,835.49
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : Airport Parking/Rookie Mtgs.

TSM Name : Sullivan, Timothy J.
 TSM ID : 94081

Report Header

Policy : HSI
 Business Purpose : Airport Parking, coffee - Rookie TSM's
 Report Id : A34D4F1FE0C24B7C80B7
 Report Date : 07/24/2013
 Approval Status : Approved
 Currency : US, Dollar

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
06/25/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Bus. Mtg.	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$8.49	No
	Allocations :	100.00% (\$8.49) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Kirsch, Jeremy, FSC, TSM Miranda, Anthony, FSC, TSM						
06/25/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Class Discussion	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$7.85	No
	Allocations :	100.00% (\$7.85) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Nagy, Brittany, FSC, TSM Macready, Elizabeth, FSC, TSM						
06/25/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Class Discussion	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$3.77	No
	Allocations :	100.00% (\$3.77) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Volentine, Aaron, FSC, TSM						
06/25/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Class Discussion	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$3.13	No
	Allocations :	100.00% (\$3.13) 010001920100						
	Attendees :							

		Sullivan, Timothy, This TSM Talarico, Elizabeth, FSC, TSM						
06/26/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Class Discussion	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$5.04	No
Allocations :		100.00% (\$5.04) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Cassisi, Phillip, FSC, TSM						
06/25/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Class Discussion	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$4.72	No
Allocations :		100.00% (\$4.72) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Grief, Samantha, FSC, TSM						
06/25/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Class Discussion	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$2.60	No
Allocations :		100.00% (\$2.60) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Cooper, Chelsea, FSC, TSM						
06/25/2013	Business Meals-6420 (Multiple TSM's only)	Rookie Class Discussion	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$5.52	No
Allocations :		100.00% (\$5.52) 010001920100						
Attendees :		Sullivan, Timothy, This TSM Lucas, April, FSC, TSM						

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
06/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	1/17/13 - 2013 Budget Mtgs.	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$34.00	No
Allocations :		100.00% (\$34.00) 010001920100						
06/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	1/31/13 - Yankee Dental	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$40.00	No
Allocations :		100.00% (\$40.00) 010001920100						
06/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	2/6/13 - Canadian NSM	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$88.00	No
Allocations :		100.00% (\$88.00) 010001920100						
06/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	2/19/13 - DTA - Chicago Amtrak Parking	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$84.00	No
Allocations :		100.00% (\$84.00) 010001920100						
06/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	2/28/13 - 3M Dinner	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$22.00	No
Allocations :		100.00% (\$22.00) 010001920100						
06/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	3/6/13 - Jane Shen Dinner	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$56.00	No
Allocations :		100.00% (\$56.00) 010001920100						
06/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	4/16/13 - DTA Mtg.	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$38.00	No
Allocations :		100.00% (\$38.00) 010001920100						
06/27/2013					Milwaukee		\$40.00	No

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	Taxi/Rail/Ferry/Parking/Limo- 6449	8/20/13 - Reno Appreciation Dinner	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44		Corporate Card		
	Allocations :	100.00% (\$40.00)	010001920100					
06/27/2013	Taxi/Rail/Ferry/Parking/Limo- 6449	1/3/13 - Colgate Mtg.	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$36.00	No
	Allocations :	100.00% (\$36.00)	010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$479.12
Personal Expenses :	\$0.00
Total Amount Claimed :	\$479.12
Amount Approved :	\$479.12
Company Disbursements	
Amount Due TSM :	\$0.00
Amount Due Company Card :	\$479.12
Total Paid By Company :	\$479.12
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : DTA/Cherrington/LV BOD/GR BDM

TSM Name : Sullivan, Timothy J
 TSM ID : 94081

Report Header

Policy : HSI
 Business Purpose : DTA Meeting, Fritz Cherrington meeting,
 BOD, Las Vegas Mtg, Canadian Budget Mtg,
 DTA, Grand Rapids BDM
 Report Id : 4FBA24408A464138887C
 Report Date : 05/21/2013
 Approval Status : Approved
 Currency : US, Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
05/09/2013	Air Travel Fees-Miscellaneous-6410	BOD - WiFi (no receipt)	SWA INFLIGHT WIFI	SWA INFLIGHT WIFI	Milwaukee	Corporate Card	\$8.00	No
		Allocations : 100.00% (\$8.00) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
06/16/2013	Airfare-6410	Grand Rapids BDM	UNITED 0167299824776	UNITED 0167299824776	Milwaukee	Corporate Card	\$915.42	No
		Allocations : 100.00% (\$915.42) 010001920100						
		Attendees : Sullivan, Timothy, This TSM						
08/13/2013	Airfare-6410	Canadian Budget Meetings	AMERICAN 0017297597978	AMERICAN 0017297597978	Melville	Corporate Card	\$242.18	No
		Allocations : 100.00% (\$242.18) 010001920100						
		Attendees : Sullivan, Timothy, This TSM						
08/12/2013	Airfare-6410	Canadian Budget Meetings	UNITED 0167297597977	UNITED 0167297597977	Milwaukee	Corporate Card	\$270.44	No
		Allocations : 100.00% (\$270.44) 010001920100						
		Attendees : Sullivan, Timothy, This TSM						
06/01/2013	Airfare-6410	Meet with Gary Price at DTA	AIRTRANA 3327296301103	AIRTRANA 3327296301103	Melville	Corporate Card	\$221.80	No

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
		Allocations : 100.00% (\$221.80) 010001920100 Attendees : Sullivan, Timothy, This TSM						
Business Meals-6420(Multiple TSM's only)								
08/09/2013	Business Meals-6420 (Multiple TSM's only)	Las Vegas Business meeting	ARIA STARBUCKS	ARIA STARBUCKS	Las Vegas	Corporate Card	\$23.13	No
		Allocations : 100.00% (\$23.13) 010001920100 Attendees : Sullivan, Timothy, This TSM Steck, Dave, TSM Salerno, Julie, FSC, TSM						
08/08/2013	Business Meals-6420 (Multiple TSM's only)	BOO Meeting	ARIA STARBUCKS	ARIA STARBUCKS	Las Vegas	Corporate Card	\$24.27	No
		Allocations : 100.00% (\$24.27) 010001920100 Attendees : Sullivan, Timothy, This TSM Steck, Dave, TSM Perkins, Jeff, Finance, TSM						
08/08/2013	Business Meals-6420 (Multiple TSM's only)	Las Vegas Business Discussion	MON AMI GAB: VEGAS	MON AMI GAB: VEGAS	Las Vegas	Corporate Card	\$195.86	No
		Allocations : 100.00% (\$195.86) 010001920100 Attendees : Sullivan, Timothy, This TSM Steck, Dave, TSM Salerno, Julie, FSC, TSM Perkins, Steve, RM, TSM						
08/07/2013	Business Meals-6420 (Multiple TSM's only)	Las Vegas Team Dinner	BUCA DI BEPPO-LAS VEGA	BUCA DI BEPPO-LAS VEGA	Las Vegas	Corporate Card	\$655.46	No
		Allocations : 100.00% (\$655.46) 010001920100 Attendees : Sullivan, Timothy, This TSM Steck, Dave, TSM Salerno, Julie, FSC, TSM McCann, Amy, FSC, TSM Dennehy, Catherine, FSC, TSM Zurko, Diane, FSC, TSM Tipton, Susan, FSC, TSM Granillo, Sy, FSC, TSM Disney, Darrin, ESS, TSM Dickson, Roy, ESS, TSM Usher, Tracy, FSC, TSM Congleton, Clint, EST, TSM Takamoto, Troy, EST, TSM Austin, Jerome, EST, TSM Stewart, Jon, EST, TSM Peterson, Bruce, EST, TSM Rios, Mike, EST, TSM Sans, Curtins, EST, TSM Brock, Tiffany, ROM, TSM Lenzora, Natalie, Admin, TSM Perkins, Steve, RM, TSM						
08/07/2013	Business Meals-6420 (Multiple TSM's only)	Las Vegas Business meeting	BUCA DI BEPPO-LAS VEGA	BUCA DI BEPPO-LAS VEGA	Las Vegas	Corporate Card	\$30.05	No
		Allocations : 100.00% (\$30.05) 010001920100 Attendees : Sullivan, Timothy, This TSM Steck, Dave, TSM Salerno, Julie, FSC, TSM Perkins, Steve, RM, TSM						
08/06/2013	Business Meals-6420 (Multiple TSM's only)	Meeting with Fritz Cherrington (no receipt)	STARBUCKS #02473 WEST	STARBUCKS #02473 WEST	West Allis	Corporate Card	\$14.38	No
		Allocations : 100.00% (\$14.38) 010001920100 Attendees : Sullivan, Timothy, This TSM Cherrington, Fritz, TSC, HRD, TSM						
08/01/2013	Business Meals-6420 (Multiple TSM's only)	Meeting with Fritz Cherrington	The Legend at Brandybrook	The Legend at Brandybrook	Milwaukee	Cash	\$35.27	No

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

	Allocations :	100.00% (\$35.27) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Cherrington, Fritz, TSC, HSD, TSM Steck, Dave, TSM						
08/01/2013	Business Meals-6420 (Multiple TSM's only)	Meeting with Fritz Cherrington	The Legends of Brandybrook	The Legends of Brandybrook	Milwaukee	Cash	\$52.35	No
	Allocations :	100.00% (\$52.35) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Hobbs, Don, VP Equipment & Service, TSM Cherrington, Fritz, TSC, HSD, TSM Steck, Dave, TSM						
08/01/2013	Business Meals-6420 (Multiple TSM's only)	Business Meeting	SINGHA THAI RESTAURANT	SINGHA THAI RESTAURANT	West Allis	Corporate Card	\$71.00	No
	Allocations :	100.00% (\$71.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Cavaretta, Joe, Director & GM, TSM Philhower, Jim, Director NA Dental Sales Leader, TSM Meadows, Jake, Dir US Career Development, TSM Burniston, Kevin, Director, TSM Nuss, Eric, Mgr Regional Sales, TSM						
08/01/2013	Business Meals-6420 (Multiple TSM's only)	Meeting with Fritz Cherrington	THE UNION HOUSE	THE UNION HOUSE	Milwaukee	Corporate Card	\$228.15	No
	Attendees :	Sullivan, Timothy, This TSM Cherrington, Fritz, TSC, HSD, TSM						
	Exceptions :	Corporate Policy allows a per diem of \$85.00 which includes tax and gratuity.						
08/01/2013	Business Meals-6420 (Multiple TSM's only)	Meeting with Fritz Cherrington	THE UNION HOUSE	THE UNION HOUSE	Milwaukee	Corporate Card	\$178.15	No
	Allocations :	100.00% (\$178.15) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Cherrington, Fritz, TSC, HSD, TSM						
	Exceptions :	Corporate Policy allows a per diem of \$85.00 which includes tax and gratuity.						

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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08/01/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Meeting with Fritz Cherrington	THE UNION HOUSE	THE UNION HOUSE	Milwaukee	Corporate Card	\$50.00	Yes
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Hotel-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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08/09/2013	Hotel-6425	Business of Dentistry Meeting	ARIA - FRONT DESK	ARIA - FRONT DESK	Las Vegas	Corporate Card	\$170.88	No
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Hotel Tax-6425

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
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08/09/2013	Hotel Tax-6425	Business of Dentistry Meeting	ARIA - FRONT DESK	ARIA - FRONT DESK	Las Vegas	Corporate Card	\$16.80	No
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Allocations : 100.00% (\$16.80) 010001920100

08/08/2013	Hotel Tax-6425	Business of Dentistry Meeting	ARIA - FRONT DESK	ARIA - FRONT DESK	Las Vegas	Corporate Card	\$29.88	No
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Allocations : 100.00% (\$29.88) 010001920100

Hotel-6425

Expense Type	Vendor	Vendor Name	City	Amount
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Transaction Date	Business Purpose	Payment Type	Personal Expense (do not reimburse)
08/08/2013	Business of Dentistry Meeting	Corporate Card	No
Allocations : 100.00% (\$108.00) 010001920100			

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/09/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Business of Dentistry Meeting	ARIA - FRONT DESK	ARIA - FRONT DESK	Las Vegas	Corporate Card	\$10.00	No
Allocations : 100.00% (\$10.00) 010001920100								
08/08/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Business of Dentistry Meeting	ARIA - FRONT DESK	ARIA - FRONT DESK	Las Vegas	Corporate Card	\$5.00	No
Allocations : 100.00% (\$5.00) 010001920100								

Late Fees

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
06/26/2013	Late Fees	BOD - Will (no receipt)	LATE PAYMENT FEE - 6200	LATE PAYMENT FEE - 5200	Milwaukee	Corporate Card	\$46.12	Yes

Meals Self-6420 (Breakfast/Lunch/Dinner)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/07/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	BOD - Will (no receipt)	FRENCH MEADOW 20604054	FRENCH MEADOW 20604054	Milwaukee	Corporate Card	\$28.91	No
Allocations : 100.00% (\$28.91) 010001920100								

Meetings/Conventions-7310

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/07/2013	Meetings/Conventions-7310	DTA Primary & Spouse Registration	DENTAL TRADE ALLIANCE	DENTAL TRADE ALLIANCE	Milwaukee	Corporate Card	\$2,250.00	No
Allocations : 100.00% (\$2,250.00) 010001920100								

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/10/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Business of Dentistry Meeting	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$36.00	No
Allocations : 100.00% (\$36.00) 010001920100								
08/08/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Fritz Chemington Meeting	ACCUTRANS	ACCUTRANS	Milwaukee	Corporate Card	\$93.01	No
Allocations : 100.00% (\$93.01) 010001920100								

TSM Incentives-5430

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/08/2013	TSM Incentives-5430	Unable to meet with	FRUIT RANCH GIFT CENTE	FRUIT RANCH GIFT CENTE	Milwaukee	Corporate Card	\$51.75	No

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=AUL_EX... 5/22/2018

TMS due to travel, sent gift basket

Allocations : 100.00% (\$51.75) 010001920100

Attendees : Harris, Evan, FSC, TSM

Exceptions : The amount of this expense is subject to additional review

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$5,682.23
Personal Expenses :	\$96.12
Total Amount Claimed :	\$5,486.11
Amount Approved :	\$5,486.11
Company Disbursements	
Amount Due TSM :	\$87.62
Amount Due Company Card :	\$5,376.49
Total Paid By Company :	\$5,486.11
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$96.12
Total Paid By TSM :	\$96.12

Expense Report

Report Name : Qlly/Vendor Rev/3M/DTA/Sulkowicz

TSM Name : Sullivan, Timothy J.
TSM ID : 94081

Report Header

Policy : HSI
Business Purpose : Attend HSI Qly Review, Vendor Review, DTA, Kerry Sulkowicz Mtg., Canada Budget Mtgs., 3M Mtg
Report Id : 020065B0E17A497A97EB
Report Date : 09/13/2013
Approval Status : Approved
Currency : US, Dollar

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/08/2013	Air Travel Fees-Miscellaneous-6410	3M Mtg - 3 How keyser used Sky Club	DELTA 0060177728913	DELTA 0060177728913	Minneapolis	Corporate Card	\$50.00	No
	Allocations :	100.00% (\$50.00) 010001920100						
09/05/2013	Air Travel Fees-Miscellaneous-6410	3M Mtg. - Exit Row	DELTA 0060177721376	DELTA 0060177721376	Milwaukee	Corporate Card	\$19.00	No
	Allocations :	100.00% (\$19.00) 010001920100						
09/03/2013	Air Travel Fees-Miscellaneous-6410	3M Mtg. - no receipt	SOUTHWEST 5260633962921	SOUTHWEST 5260633962921	Milwaukee	Corporate Card	\$12.50	No
	Allocations :	100.00% (\$12.50) 010001920100						
09/03/2013	Air Travel Fees-Miscellaneous-6410	3M Mtg. - no receipt	SOUTHWEST 5260633962920	SOUTHWEST 5260633962920	Milwaukee	Corporate Card	\$12.50	No
	Allocations :	100.00% (\$12.50) 010001920100						
08/27/2013	Air Travel Fees-Miscellaneous-6410	Canada Budget Mtgs - Exit Row	UNITED 0162923604434	UNITED 0162923604434	Milwaukee	Corporate Card	\$27.00	No
	Allocations :	100.00% (\$27.00) 010001920100						
	Airfare-6410							
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/03/2013	Airfare-6410	Vendor Review Mtg	SOUTHWEST 5262155041987	SOUTHWEST 5262155041987	Milwaukee	Corporate Card	\$295.80	No
	Attendees :	Sullivan, Timothy. This TSM						
09/03/2013	Airfare-6410	3M Mtg - Exit Row	DELTA 0060177101667	DELTA 0060177101667	Milwaukee	Corporate Card	\$19.00	No
	Allocations :	100.00% (\$19.00) 010001920100						

08/23/2013	Airfare-6410	Sullivan, Timothy, This TSM	Sanaher Mgr.	USAIRWAY 0077300844691	USAIRWAY 0077300844691	Melville	Corporate Card	\$248.30	No
	Allocations :	100.00% (\$248.30) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
08/23/2013	Airfare-6410	Sullivan, Timothy, This TSM	Sanaher Mgr.	DELTA 0067300844692	DELTA 0067300844692	Melville	Corporate Card	\$136.30	No
	Allocations :	100.00% (\$136.30) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
08/26/2013	Airfare-6410	Sullivan, Timothy, This TSM	HSI Gfby	DELTA 0067299824952	DELTA 0067299824952	Melville	Corporate Card	\$309.85	No
	Allocations :	100.00% (\$309.85) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
08/26/2013	Airfare-6410	Sullivan, Timothy, This TSM	SM Mgr.	DELTA 0067299824959	DELTA 0067299824959	Melville	Corporate Card	\$195.26	No
	Allocations :	100.00% (\$195.26) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
08/12/2013	Airfare-6410	Sullivan, Timothy, This TSM	OTA Mgr.	DELTA 0067297597958	DELTA 0067297597958	Melville	Corporate Card	\$399.94	No
	Allocations :	100.00% (\$399.94) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
Business Meals-6415(Customer, Clients)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
08/29/2013	Business Meals-6415 (Customer, Clients)	Hufriedy Mgr.	Legend of Brandybrook	Legend of Brandybrook	West Allis	Cash	\$74.29	No	
	Allocations :	100.00% (\$74.29) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Chatham, John, VP Leadership & Development, TSM Saskow, Ron, chairman & CEO, Hufriedy, Business Guest							
08/29/2013	Business Meals-6415 (Customer, Clients)	Hufriedy Mgr.	Legend of Brandybrook	Legend of Brandybrook	West Allis	Cash	\$22.70	No	
	Allocations :	100.00% (\$22.70) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM Chatham, John, VP Leadership & Development, TSM Saskow, Ron, chairman & CEO, Hufriedy, Business Guest							
08/22/2013	Business Meals-6415 (Customer, Clients)	Kerry Sukowicz Mgr.	TRATTORIA LINCONTRO	TRATTORIA LINCONTRO	Astoria	Corporate Card	\$150.86	No	
	Allocations :	100.00% (\$150.86) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Sukowicz, Kerry, Principal, Boswell Group, Business Guest							
Business Meals-6420(Multiple TSM's only)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
08/29/2013	Business Meals-6420 (Multiple TSM's only)	Business Reception - no receipt	PALLAS RESTAURANT	PALLAS RESTAURANT	West Allis	Corporate Card	\$20.78	No	
	Allocations :	100.00% (\$20.78) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM Steck, Dave, TSM							
Corporate Car Service-6411 (All Star Only)									
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)	
08/23/2013	Corporate Car Service-6411 (All Star Only)	Kerry Sukowicz Mgr.	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$68.38	No	
	Allocations :	100.00% (\$68.38) 010001920100							
	Attendees :	Sullivan, Timothy, This TSM							
08/23/2013	Corporate Car Service-6411 (All Star Only)	OTA Mgr.	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Washington	Corporate Card	\$72.00	No	
	Allocations :	100.00% (\$72.00) 010001920100							

Attendees :		Sullivan, Timothy, DHS TSM						
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
06/23/2013	Hotel-6425	Budget Mtgs.	COURTYARD BY MARRIOTT-	COURTYARD BY MARRIOTT-	Melville	Corporate Card	\$312.17	No
Hotel Tax-6425								
08/22/2013	Hotel Tax-6425	Budget Mtgs.	COURTYARD BY MARRIOTT-	COURTYARD BY MARRIOTT-	Melville	Corporate Card	\$43.17	No
Allocations :		100.00% (\$43.17) 010001920100						
Hotel-6425								
08/22/2013	Hotel-6425	Budget Mtgs.	COURTYARD BY MARRIOTT-	COURTYARD BY MARRIOTT-	Melville	Corporate Card	\$289.00	No
Allocations :		100.00% (\$289.00) 010001920100						
08/22/2013	Hotel-6425	OTA Mtg.	COURTYARD BY MARRIOTT	COURTYARD BY MARRIOTT	Washington-National Apt	Corporate Card	\$186.97	No
Hotel Tax-6425								
08/21/2013	Hotel Tax-6425	OTA Mtg.	COURTYARD BY MARRIOTT	COURTYARD BY MARRIOTT	Washington-National Apt	Corporate Card	\$21.97	No
Allocations :		100.00% (\$21.97) 010001920100						
Hotel-6425								
08/21/2013	Hotel-6425	OTA Mtg.	COURTYARD BY MARRIOTT	COURTYARD BY MARRIOTT	Washington-National Apt	Corporate Card	\$168.00	No
Allocations :		100.00% (\$168.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
09/06/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	SM Mtg. - no receipt	FRENCH MEADOWS20954760	FRENCH MEADOWS20364783	St Paul	Corporate Card	\$13.17	No
Allocations :		100.00% (\$13.17) 010001920100						
09/05/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	SM Mtg.	THE ST PAUL HOTEL	THE ST PAUL HOTEL	Minneapolis	Corporate Card	\$4.55	No
Allocations :		100.00% (\$4.55) 010001920100						
09/03/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	SM Mtg.	MKE ALTEPRA COFFEE C	MKE ALTEPRA COFFEE C	Milwaukee	Corporate Card	\$5.17	No
Allocations :		100.00% (\$5.17) 010001920100						
09/28/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Canada Budget Mtg.	DNC TRAVEL -BUFFAL	DNC TRAVEL -BUFFAL	CreechHewaga	Corporate Card	\$23.85	No
Allocations :		100.00% (\$23.85) 010001920100						
08/24/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	NA EMC	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Jamaica	Corporate Card	\$4.01	No
Allocations :		100.00% (\$4.01) 010001920100						
05/23/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Canada Budget Mtg. - no receipt	GOGOAIR.COM	GOGOAIR.COM	Melville	Corporate Card	\$10.00	No
Allocations :		100.00% (\$10.00) 010001920100						
05/21/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	OTA Mtg.	GOGOAIR.COM	GOGOAIR.COM	Melville	Corporate Card	\$5.55	No
Allocations :		100.00% (\$5.55) 010001920100						
08/21/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	OTA - no receipt	MKE ALTEPRA COFFEE C	MKE ALTEPRA COFFEE C	Milwaukee	Corporate Card	\$5.48	No

https://www.concursolutions.com/Expense/Client/print_cpr.asp?type=1000&opt=ALL_EX... 5/22/2018

Allocations : 100.00% (\$5,488.00) 010001920100

Miscellaneous-8550

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
07/31/2013	Miscellaneous-8550	Deleting e-receipt per APF	Air Tran	Air Tran	Milwaukee	Cash	\$212.00	Yes
Exceptions :		This expense has no matching travel reservation. Please use the one-click feature in Concur to create expense records or use the expanded report comments to explain why there was no reservation made for this expense.						

Outside Education-5415

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/20/2013	Outside Education-5415	Liz Soley Sponsorship for Seminar	LIKE IT MATTERS, LLC	LIKE IT MATTERS, LLC	Mansfield	Corporate Card	\$1,995.00	No

Allocations : 100.00% (\$1,995.00) 010001920100

Taxi/Rail/Ferry/Parking/Limo-6449

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/08/2013	Taxi/Rail/Ferry/Parking/Limo-6449	3M Meeting	GENERA MIT INTL AIR044	GENERA MIT INTL AIR044	Milwaukee	Corporate Card	\$36.00	No
Allocations :		100.00% (\$36.00) 010001920100						
08/28/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Canada Budget Migs - Exit Row	GENERA MIT INTL AIR044	GENERA MIT INTL AIR044	Milwaukee	Corporate Card	\$30.00	No
Allocations :		100.00% (\$30.00) 010001920100						
08/27/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Canada Budget Mig	ACCUTRANS	ACCUTRANS	Milwaukee	Corporate Card	\$181.35	No
Allocations :		100.00% (\$181.35) 010001920100						
08/23/2013	Taxi/Rail/Ferry/Parking/Limo-6449	OTA Mig	GENERA MIT INTL AIR044	GENERA MIT INTL AIR044	Milwaukee	Corporate Card	\$28.00	No
Allocations :		100.00% (\$28.00) 010001920100						

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$5,238.82
Personal Expenses :	\$212.80
Total Amount Claimed :	\$5,026.02
Amount Approved :	\$5,026.02
Company Disbursements	
Amount Due TSM :	\$36.00
Amount Due Company Card :	\$4,990.00
Total Paid By Company :	\$5,026.00
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

Expense Report
Report Name : HSI City/Vendor Rev/Danaher/Can

TSM Name : Sullivan, Timothy J.
TSM ID : 94681

Report Header
Policy : HSI
Business Purpose : Attend HSI City, Vendor Review, Danaher Event, Canada Budget Mgt.
Report Id : 9384H06228D74H0A8711
Report Date : 10/06/2013
Approval Status : Approved
Currency : US Dollar

Air Travel Fees-Miscellaneous-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/01/2013	Air Travel Fees-Miscellaneous-6410	Danaher Event - Baggage Fee	DELTA 0066206224236	DELTA 0066228224236	Charleston	Corporate Card	\$63.00	No
	Allocations :	100.00% (\$63.00) 010001920100						
09/20/2013	Air Travel Fees-Miscellaneous-6410	Danaher Event - Baggage Fee	USAIRWAY 03721300276336	USAIRWAY 03721301076336	Charleston	Corporate Card	\$80.00	No
	Allocations :	100.00% (\$80.00) 010001920100						
09/20/2013	Air Travel Fees-Miscellaneous-6410	Vendor Review - no receipt	SWA INFLIGHT WiFi	SWA INFLIGHT WiFi	Meville	Corporate Card	\$8.00	No
	Allocations :	100.00% (\$8.00) 010001920100						
09/14/2013	Air Travel Fees-Miscellaneous-6410	HSI Only - no receipt	SWA INFLIGHT WiFi	SWA INFLIGHT WiFi	Meville	Corporate Card	\$8.00	No
	Allocations :	100.00% (\$8.00) 010001920100						
09/17/2013	Air Travel Fees-Miscellaneous-6410	Vendor Review - Exp Row	DELTA 00660177581105	DELTA 00660177581105	Meville	Corporate Card	\$35.00	No
	Allocations :	100.00% (\$35.00) 010001920100						
09/11/2013	Air Travel Fees-Miscellaneous-6410	Monthly WiFi Delta Airline	GODAIR CDM	GODAIR CDM	Meville	Corporate Card	\$38.95	No
	Allocations :	100.00% (\$38.95) 010001920100						

Airfare-6410

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/30/2013	Airfare-6410	Danaher Event - Exp Row	USAIRWAY 037217840162	USAIRWAY 037217840162	Charleston	Corporate Card	\$49.00	No
	Attendee :	Sullivan, Timothy, This TSM						
	Allocations :	100.00% (\$49.00) 010001920100						
09/15/2013	Airfare-6410	HSI Only - no receipt	DELTA 00660176012544	DELTA 00660176012544	Wilmington	Corporate Card	\$55.00	No
	Allocations :	100.00% (\$55.00) 010001920100						

	Attendees :	Sullivan, Timothy, This TSM						
08/13/2013	Airfare-6410	MSI - flight cancelled due to weather	DELTA 0060177581105	DELTA 0060177581105	Meville	Corporate Card	\$108.00	No
	Allocations :	100.00% (\$108.00) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
08/13/2013	Airfare-6410	DTA	DELTA 0097099100000	DELTA 00679306100000	Meville	Corporate Card	\$218.80	No
	Allocations :	100.00% (\$218.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
08/19/2013	Airfare-6410	HSI flight cancelled due to storm	DELTA 0060146026849	DELTA 0060146026849	Atlanta	Corporate Card	\$202.91	No
	Allocations :	100.00% (\$202.91) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
08/13/2013	Airfare-6410	DTA	UNITED 0167309100001	UNITED 0167309100001	Atlanta	Corporate Card	\$157.80	No
	Allocations :	100.00% (\$157.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
08/12/2013	Airfare-6410	HSI City	SOUTHWEST 5282167138804	SOUTHWEST 5282167138804	Milwaukee	Corporate Card	\$377.80	No
	Allocations :	100.00% (\$377.80) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						
08/12/2013	Airfare-6410	HSI City	DELTA 0067905276508	DELTA 0067905276508	Meville	Corporate Card	\$341.20	No
	Allocations :	100.00% (\$341.20) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM						

Business Meals-6415(Customer, Clients)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/13/2013	Business Meals-6415 (Customer, Clients)	No-Friledy Mtg.	Legend at Brandybrook	Legend at Brandybrook	Meville	Cash	\$11.35	No
	Allocations :	100.00% (\$11.35) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Stark, Dave, TSM Chatham, John, VP Leadership & Development, TSM Sawlow, Ron, Chairman & CEO, Hufriedy, Business Guest						
08/13/2013	Business Meals-6415 (Customer, Clients)	No-Friledy Mtg.	The Legends at Brandybrook	The Legends at Brandybrook	Meville	Cash	\$28.48	No
	Allocations :	100.00% (\$28.48) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Stark, Dave, TSM Chatham, John, VP Leadership & Development, TSM Sawlow, Ron, Chairman & CEO, Hufriedy, Business Guest						
08/01/2013	Business Meals-6415 (Customer, Clients)	Menomond Inc. Mtg.	PELLER ESTATES WINERY	PELLER ESTATES WINERY	Meville on the Lake	Corporate Card	\$564.78	No
	Allocations :	100.00% (\$564.78) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Eubank, Cy, President, HSI-Canada, TSM Hansmead, Mark, President, Menomond, Business Guest Jugeon, Peter, VP Mtg & Mtg-Canada, TSM Pinto, David, National Service Manager Canada, TSM						
	Exceptions :	You have exceeded the company policy limit of \$100.00 per person including tax and gratuity						

Business Meals-6420(Multiple TSM's only)

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/17/2013	Business Meals-6420 (Multiple TSM's only)	Budget Discussion	JEWEL RESTAURANT	JEWEL RESTAURANT	Meville	Corporate Card	\$192.08	No
	Allocations :	100.00% (\$192.08) 010001920100						
	Attendees :	Sullivan, Timothy, This TSM Graham, Stanley, CFO, Global Dental Group, TSM						
	Exceptions :	Corporate Policy allows a per diem of \$60.00 which includes tax and gratuity						
08/18/2013	Business Meals-6420 (Multiple TSM's only)	Vendor Review Dinner	MARRIOTT 83788 LONG BE	MARRIOTT 83788 LONG BE	Meville	Corporate Card	\$142.20	No
	Allocations :	100.00% (\$142.20) 010001920100						

Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
Attendees : Sullivan, Timothy, This TSM Nauton, Jon, Director, TSM Lamb, Bob, VP Global E-Commerce Systems, TSM Rein, Ronald, HSO, TSM								
09/10/2013	Business Meals-6420 (Multiple TSM's only)	Fris Cherrington	Legends at Brandybrook	Legends at Brandybrook	Melville	Cash	\$39.73	No
Allocations : 100.00% (\$39.73) 010001920100								
Attendees : Sullivan, Timothy, This TSM Cherrington, Fritz, TSO, HSO, TSM Black, Dave, TSM								
09/11/2013	Business Meals-6420 (Multiple TSM's only)	Bridge Discussion	FOUR FOOD STUDIO	FOUR FOOD STUDIO	Melville	Corporate Card	\$148.84	No
Allocations : 100.00% (\$148.84) 010001920100								
Attendees : Sullivan, Timothy, This TSM Stamer, Murray, TSM								
Exceptions : Corporate Policy allows a per diem of \$65.00 which includes tax and gratuity								
Car Rental/Rental Gas-6447								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/16/2013	Car Rental/Rental Gas-6447	Vendor Review	AVIS RENT-A-CAR 1	AVIS RENT-A-CAR 1	Melville	Corporate Card	\$271.97	No
Allocations : 100.00% (\$271.97) 010001920100								
Corporate Car Service-6411 (All Star Only)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/14/2013	Corporate Car Service-6411 (All Star Only)	HSI City	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$93.84	No
Allocations : 100.00% (\$93.84) 010001920100								
Attendees : Sullivan, Timothy, This TSM								
09/14/2013	Corporate Car Service-6411 (All Star Only)	HSI City	ALL STAR LIMOUSINE SER	ALL STAR LIMOUSINE SER	Melville	Corporate Card	\$84.02	No
Allocations : 100.00% (\$84.02) 010001920100								
Attendees : Sullivan, Timothy, This TSM								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/13/2013	Hotel-6425	HSI City	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$197.58	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/11/2013	Hotel Tax-6425	HSI City	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$20.58	No
Allocations : 100.00% (\$20.58) 010001920100								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/11/2013	Hotel-6425	HSI City	MARRIOTT HOTELS MELVIL	MARRIOTT HOTELS MELVIL	Melville	Corporate Card	\$174.00	No
Allocations : 100.00% (\$174.00) 010001920100								
09/13/2013	Hotel-6425	HSI City	FAIRFIELD INN & STE LG	FAIRFIELD INN & STE LG	Long Island City	Corporate Card	\$231.87	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
09/12/2013	Hotel Tax-6425	HSI City	FAIRFIELD INN & STE LG	FAIRFIELD INN & STE LG	Long Island City	Corporate Card	\$21.07	No
Allocations : 100.00% (\$21.07) 010001920100								
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)

08/12/2013	Hotel-6425	HSI City	FAIRFIELD INN & STE LG	FAIRFIELD INN & STE LG	Long Island City	Corporate Card	\$102.00	No
Allocations :		100.00% (\$102.00) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/12/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City	FAIRFIELD INN & STE LG	FAIRFIELD INN & STE LG	Long Island City	Corporate Card	\$1.50	No
Allocations :		100.00% (\$1.50) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/26/2013	Hotel-6425	HSI City	HILTON GARDEN INN NIAG	HILTON GARDEN INN NIAG	Niagara on the Lake	Corporate Card	\$318.20	No
Hotel Tax-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/27/2013	Hotel Tax-6425	HSI City	HILTON GARDEN INN NIAG	HILTON GARDEN INN NIAG	Niagara on the Lake	Corporate Card	\$17.37	No
Allocations :		100.00% (\$17.37) 010001920100						
08/28/2013	Hotel Tax-6425	HSI City	HILTON GARDEN INN NIAG	HILTON GARDEN INN NIAG	Niagara on the Lake	Corporate Card	\$17.37	No
Allocations :		100.00% (\$17.37) 010001920100						
Hotel-6425								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/27/2013	Hotel-6425	HSI City	HILTON GARDEN INN NIAG	HILTON GARDEN INN NIAG	Niagara on the Lake	Corporate Card	\$133.60	No
Allocations :		100.00% (\$133.60) 010001920100						
08/28/2013	Hotel-6425	HSI City	HILTON GARDEN INN NIAG	HILTON GARDEN INN NIAG	Niagara on the Lake	Corporate Card	\$133.60	No
Allocations :		100.00% (\$133.60) 010001920100						
Meals Self-6420 (Breakfast/Lunch/Dinner)								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
08/28/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City	HILTON GARDEN INN NIAG	HILTON GARDEN INN NIAG	Niagara on the Lake	Corporate Card	\$16.34	No
Allocations :		100.00% (\$16.34) 010001920100						
08/30/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Donation Event	D USINGEPS PS 20600102	D USINGEPS PS 20600102	Milwaukee	Corporate Card	\$4.20	No
Allocations :		100.00% (\$4.20) 010001920100						
08/30/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Donation Event	PIZZA HUT/ITALSARITAS	PIZZA HUT/ITALSARITAS	Charlotte	Corporate Card	\$11.07	No
Allocations :		100.00% (\$11.07) 010001920100						
08/30/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Vendor Review	MAKROTE 33788 LONG IS	MAKROTE 33788 LONG IS	Melville	Corporate Card	\$46.00	No
Allocations :		100.00% (\$46.00) 010001920100						
08/19/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City - no receipt	ARABY CHAI 72 CH	ARABY CHAI 72 CH	Fushing	Corporate Card	\$19.32	No
Allocations :		100.00% (\$19.32) 010001920100						
09/16/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Vendor Review Meetings	MKECOLLECTIVOCOFFEE40	MKECOLLECTIVOCOFFEE40	Milwaukee	Corporate Card	\$5.00	No
Allocations :		100.00% (\$5.00) 010001920100						
09/16/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Vendor Review	NEWS STAND CELL	NEWS STAND CELL	Melville	Corporate Card	\$12.18	No
Allocations :		100.00% (\$12.18) 010001920100						
09/13/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City	FIX COFFEE & BAKERY	FIX COFFEE & BAKERY	Fushing	Corporate Card	\$6.10	No
Allocations :		100.00% (\$6.10) 010001920100						

09/13/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City	FIX COFFEE & BAKERY	FIX COFFEE & BAKERY	Flushing	Corporate Card	\$1.81	No
	Allocations :		100.00% (\$3.81) 010001920100					
09/13/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Vendor Review Mtg - no receipt	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Jamaica	Corporate Card	\$12.89	No
	Allocations :		100.00% (\$12.89) 010001920100					
09/13/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	Vendor Review Mtg - no receipt	LAGUARDIA USA, LLC	LAGUARDIA USA, LLC	Jamaica	Corporate Card	\$21.91	No
	Allocations :		100.00% (\$21.91) 010001920100					
09/12/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City - no receipt	MARABELLA PIZZA	MARABELLA PIZZA	Manville	Corporate Card	\$17.45	No
	Allocations :		100.00% (\$17.45) 010001920100					
09/11/2013	Meals Self-6420 (Breakfast/Lunch/Dinner)	HSI City	MMECOLECTIVOCOFFEE40	MMECOLECTIVOCOFFEE40	Milwaukee	Corporate Card	\$7.59	No
	Allocations :		100.00% (\$7.59) 010001920100					
Taxi/Rail/Ferry/Parking/Limo-6449								
Transaction Date	Expense Type	Business Purpose	Vendor	Vendor Name	City	Payment Type	Amount	Personal Expense (do not reimburse)
10/02/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Danaher	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$28.00	No
	Allocations :		100.00% (\$28.00) 010001920100					
09/19/2013	Taxi/Rail/Ferry/Parking/Limo-6449	HSI City	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$82.00	No
	Allocations :		100.00% (\$82.00) 010001920100					
09/19/2013	Taxi/Rail/Ferry/Parking/Limo-6449	HSI City	GENERA MIT INTL AIRQ44	GENERA MIT INTL AIRQ44	Milwaukee	Corporate Card	\$26.00	No
	Allocations :		100.00% (\$26.00) 010001920100					
09/12/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Vendor Review	NYC TAXI	NYC TAXI	Woodside	Corporate Card	\$26.75	No
	Allocations :		100.00% (\$26.75) 010001920100					
09/28/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Canada	DYNASTY LIMOUSINE	DYNASTY LIMOUSINE	Niagara on the Lake	Corporate Card	\$,125.41	No
	Allocations :		100.00% (\$,125.41) 010001920100					
09/25/2013	Taxi/Rail/Ferry/Parking/Limo-6449	Canada Budget Mtg - Credit Invoiced against charge	DYNASTY LIMOUSINE	DYNASTY LIMOUSINE	Niagara on the Lake	Corporate Card	\$241.23	No
	Allocations :		100.00% (\$241.23) 010001920100					

Note: The sum of allocation amounts may not exactly match the expense amount due to rounding.

Report Total :	\$3,918.16
Personal Expenses :	\$0.00
Total Amount Claimed :	\$3,918.16
Amount Approved :	\$3,918.16
Company Disbursements	
Amount Due TSM :	\$77.57
Amount Due Company Card :	\$3,840.59
Total Paid By Company :	\$3,918.16
TSM Disbursements	
Amount Due Company :	\$0.00
Amount Due Company Card From TSM :	\$0.00
Total Paid By TSM :	\$0.00

CX7100

Redacted in Entirety

CX8013

Redacted in Entirety

CX8023

Redacted in Entirety

CX8028

Redacted in Entirety

CX8038

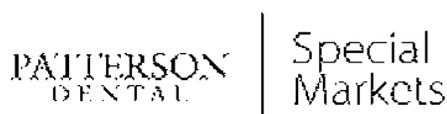
Redacted in Entirety

RX0333

From: McFadden, Neal
Sent: Thursday, August 28, 2014 2:29 PM
To: Galloway, Bobbi;McNamara, Jennifer
Cc: Guggenheim, Paul;Misiak, Dave
Subject: FW: Synetics Summit - Sponsor package

I need to find the holy grail..... When both me, Dave and Paul are here for an hour to discuss Ortho Synetics. Would you please check their/our schedules. Thanks so much

Neal McFadden
 President Special Markets
 864-346-7209



From: Guggenheim, Paul
Sent: Thursday, August 28, 2014 1:31 PM
To: McFadden, Neal
Cc: Misiak, Dave
Subject: RE: Synetics Summit - Sponsor package

Put something on the schedule with you, Dave and I

Paul A. Guggenheim
 President
 Patterson Dental Supply

From: McFadden, Neal
Sent: Thursday, August 28, 2014 1:20 PM
To: Guggenheim, Paul
Subject: FW: Synetics Summit - Sponsor package

Paul - -can we get something lined up to discuss Ortho Synetics with Sirona - - I have learned a lot about them thru Rhonda - \$4M in merchandise. According to Rhonda Ortho Synetics pays all the bills of their offices. They're not a buying club per se. After speaking with 3M today there is a gray line with these types - -in fact both 3M and Caulk told me to look at Smile Source - their model has changed a bit and they are growing.

So, I suggest we accept Ortho Synetics since they are limited to specialty - - We have picked up 2 Rhonda accounts that have an affiliation - now want to buy Sirona pans.

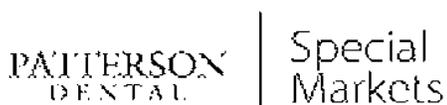
Neal, can we arrange a call with Michael and Paul to discuss Ortho synthetics? Historically, at Patterson's direction we have not included buying groups as part of special markets. Understanding that this may need to be revisited, we would welcome an opportunity to discuss the pros/cons and get aligned.

Regards,
Alex

Alex Sadusky
Director
Special Markets & Strategic Projects

Sirona Dental, Inc.
4835 Sirona Drive, Suite 100
Charlotte, NC 28273

Neal McFadden
President Special Markets
864-346-7209



From: Linda Ruggiero Gehringer [<mailto:Linda.Gehringer@sirona.com>]
Sent: Thursday, August 28, 2014 1:15 PM
To: McFadden, Neal; Alex Sadusky
Subject: Fwd: Synetics Summit - Sponsor package

FYI. No idea why I am receiving this.

Linda Gehringer
Sirona Dental, Inc.
Vice President Intra Oral Imaging/Specialty Markets
917-843-5174

Begin forwarded message:

From: John O'Brien <jobrien@orthosynetics.com>
Date: August 28, 2014 at 2:05:52 PM EDT
To: John O'Brien <jobrien@orthosynetics.com>
Subject: Synetics Summit - Sponsor package

Attached is the Supplier Sponsor Information package for the 2015 Synetics Summit. We have been working hard to make this conference the most informative conference yet for our doctors. The changes and additions we are making to our next conference will also benefit our Suppliers. Highlights / changes:

New Name: Now called the Synetics Summit
New Timeframe: Springtime versus fall. March 5th – March 7th, 2015
More Doctors - Staff In addition to our own OrthoSynetic doctors and teams, we have coordinated with several Orthodontic Groups to create what will be our largest conference to date.
Added Display Day: Booths will be open to participants Thursday, Friday and ½ day Saturday. This is an additional day.

Many parts of the conference are staying the same. It will be at a high quality venue in a desirable location. We again will have numerous highly sought after lecturers. And the agenda will be packed

with educational opportunities for the doctors. And lastly, we have once again arranged events to allow discussions with the doctors in a social setting.

All the details, including the Supplier application are at the following link:

<http://www.syneticssummit.com/exhibitor-info/>

We are very excited about this conference and look forward to your participation. It is sure to be our best conference to date!

Call or email with questions.

John O'Brien
Vice President, Procurement
3850 N. Causeway Blvd., Suite 800
Metairie, LA 70002
504-620-1282 O
504-717-8687 C

*"valued by our doctors * respected by our suppliers"*



RX0342

From: Techar, Joseph
Sent: Thursday, September 11, 2014 3:26 PM
To: McFadden, Neal
Subject: RE: OSI-Sirona

Ok. Thanks. So I will proceed with working with Rhonda on this project/formulary for John Obrien at Orthosynetics unless I get told otherwise.

Joe Techar
Equipment Sales Manager
Patterson Dental - Special Markets
Direct: (651) 681-3732
Cell: (402) 216-5050

From: McFadden, Neal
Sent: Thursday, September 11, 2014 3:23 PM
To: Techar, Joseph
Subject: Re: OSI-Sirona

Joe, don't be confused. I'm learning as well. OSI is peculiar. They pay the bills for their members. So therefore they're not like a buying group. Dr. Bush and Friedman have the right to buy on their own. But they also have the option to buy through OSI. The only reason I'm considering OSI is because it is a limited specialty of orthodontist. It's not a general dentist buying group. Hope this helps I'll let you know how my conversations go

Neal McFadden
President Special Markets
Patterson Dental
Cell 864-346-7209

Sent from my iPhone

On Sep 11, 2014, at 2:25 PM, "Techar, Joseph" <Joseph.Techar@pattersondental.com> wrote:

I am confused – Rhonda is asking me to worth with OSI on developing a formulary for them. Since we don't deal with buying groups should I not be working on this project?

Drs Freedman/Busch that we've been working with are associated with OSI but we're not going thru OSI for this purchase and dealing with them directly – I get that. But this other project is for OSI general/overall if I've understood Rhonda correctly.

Joe Techar
Equipment Sales Manager
Patterson Dental - Special Markets
Direct: (651) 681-3732
Cell: (402) 216-5050

From: McFadden, Neal
Sent: Thursday, September 11, 2014 2:20 PM

To: Techar, Joseph
Subject: Re: OSI-Sirona

As a rule we do not deal with buying groups. This is specialty oriented. Paul g and I have a cc in a week it so to discuss this. Go ahead and lead with Sirona. They want those products. Also, Rhonda deals with a few ortho associated with OSI. Thanks.

Neal McFadden
President Special Markets
Patterson Dental
Cell 864-346-7209

Sent from my iPhone

On Sep 11, 2014, at 2:11 PM, "Techar, Joseph" <Joseph.Techar@pattersondental.com> wrote:

Neal-

I was working on putting together an EQ Formulary for OrthoSyntecis. I called Steven at Sirona w/ a product question and he mentioned there is an issue with whether or not they would qualify since they are a buying group vs. a Dr owned practice - apparently Paul G and Mike A were discussing this. Do you have any additional info?

Otherwise I suppose I would lead with a different vendor?

Joe Techar
Equipment Sales Manager
Patterson Dental - Special Markets
Direct: (651) 681-3732
Cell: (402) 216-5050

CERTIFICATE OF SERVICE

I hereby certify that on February 12, 2019, I filed the foregoing document electronically using the FTC's E-Filing System, which will send notification of such filing to:

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

The Honorable D. Michael Chappell
Administrative Law Judge
Federal Trade Commission
600 Pennsylvania Ave., NW, Rm. H-110
Washington, DC 20580

I further certify that I delivered via electronic mail a copy of the foregoing document to:

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Counsel For Respondent Patterson Companies, Inc.

February 12, 2019

By: /s/ Lin W. Kahn
Attorney

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.

February 12, 2019

By: /s/ Lin W. Kahn
Attorney