

Davos 2011: Henry Schein Chairman Eyes China And India

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Henry Schein Chairman and CEO, Stanley Bergman says he's got his eye on Asia. The worldwide distributor of medical, dental and veterinary supplies told me in a very interesting chat at the World Economic Forum in Davos that, "The big challenge in China is logistical systems aren't developed as well as they are in the United States. There aren't any established companies in our space. The opportunity is huge, but the method of doing business is undeveloped. The opportunity is to be there and be a pioneer."



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China graduates over 10,000 dentists each year and there is an opportunity for Henry Schein to capture market share and grow in the other supply verticals as well. India is another country that Bergman is interested in finding a strategic distribution partner. While the company has not identified a partner yet, they are actively looking. "We don't yet have one, but out of all the regions in the world, India is one of those countries where we need one."

When it comes to growth, Bergman said his company grows both organically and inorganically. "We will hardly ever enter into a new market—either a new product or geography—because our business is so much like a personal services industry, where the relationship is so important—the relationship between the distributor and the distributor and the customer. It's personal service and the best way for personal service industries, is to partner."