

Mike

#1 -> BUDGET #2

Patterson Dental Supply Announcement

Friday, Nov. 7, 10 am – Governor's Conference Room, Wade Hampton Bldg.

- MS will speak briefly, 2-3 minutes, thanking Patterson Dental Company for coming to South Carolina. MS will be introduced by Joe James, Commerce's COO.

Company Background:

- Patterson Dental Company will announce the location of a new **100,000-square-foot distribution and logistics center in northeast Richland County**. The new **\$10 million facility** is expected to **employ 75-100 personnel**.
- Webster*
Veterinary
Ability only
rehab
all
fresh

Talking Points:

This is the kind of quality company we need more of in SC, and we thank you for choosing SC. MS should specifically thank Mark Aldridge (From Patterson), and Mike Briggs (From CCEDA)

Central Carolina Economic Devel Alliance

Company distributes dental products, veterinary products, and rehabilitative products – Patterson makes quality products, and they're a critical link in the supply chain for these value-added products.

- When you combine those two things – high quality product and role in the supply chain, you get a company that's
 - One, going to provide quality jobs now
 - Two, is going to be a good partner for the state for a long time
 - And three, going to be the type of company that will attract other companies who see how cost-effective and efficient locating their operations in SC can be.
 - We're always seeking quality companies that are committed to our community both from a business standpoint and philosophical standpoint. This company fulfills those goals:
 - Innovative, value added, competitive, and ready to enter new fields. (Value added – unique product, not a commodity, niche, high quality)
 - The Central Carolina region is already home to a number of companies who have located in this region to ship products in the Southeast U.S. and all across America. Companies such as Target, Lamson & Sessions, Bose and Sysco Foods have found South Carolina's logistics infrastructure attractive in many ways
 - Another thing SC offers: Center for Accelerated Technology Training (CATT) *[[technical training program through Technical College system]]* has been a national model since 1961, with more than 40 states and a number of foreign countries sending representatives to study the success of this program. The CATT program is especially designed to meet the specific needs of new or expanding operations
 - We look forward to working with you, and want to thank you for making SC home
- Quality company*
- Central Carolina*
distribution
Holt

FURTHER BACKGROUND:

Patterson Dental Company is comprised of three divisions:

- * Patterson Dental Supply provides a virtually complete range of consumable dental products, clinical and laboratory equipment, and value-added services to dentists, dental laboratories, institutions and other healthcare providers throughout North America. Patterson Dental Supply, which is growing significantly faster than its market, has the largest direct sales force in the industry, totaling nearly 1,300 sales representatives and equipment/software specialists serving the United States and Canada.
- * Webster Veterinary Supply is a leading distributor of veterinary supplies to companion-pet veterinary clinics in the eastern United States and the third largest nationally. One of the most respected names in the veterinary supply industry, Webster is a value-added, full-service distributor of consumable supplies, equipment, diagnostic products, vaccines and pharmaceuticals
- * AbilityOne Products Corp. is the world's leading distributor of rehabilitative supplies and non-wheelchair assistive patient products to the physical and occupational therapy markets. AbilityOne delivers the industry's largest and most comprehensive range of distributed and self-manufactured rehabilitation products to global customers serving acute care hospitals, nursing homes, rehabilitation clinics, dealers and schools.