



A family and employee owned  
company since 1961.

# Welcome

Welcome and thank you for choosing Midwest Veterinary Supply.

Midwest Veterinary Supply has been a leader in supporting the veterinary industry since 1961. As our company continues to grow, we remain focused on our original purpose, offering exceptional value to Veterinarians and your staff who trust us with their business. Our value goes beyond the products we sell and includes old-fashioned values such as honesty, commitment, and doing what is necessary to exceed your expectations.

Our partnerships with leaders in the veterinary industry allows us to educate, inform and deliver the cutting edge equipment and supplies you need to operate a successful clinic. At Midwest Veterinary Supply we will always strive to be your trusted partner.

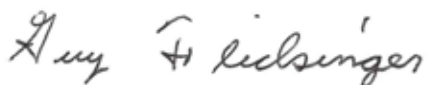
Midwest is all about relationships. From day one, you have access to our dedicated sales and support teams to answer any of your questions about products or services we offer and also provide pertinent information from within our industry. We are here to help and we take pride in hiring experienced and knowledgeable industry professionals dedicated to the success of your clinic.

We understand the challenges of a complex market and offer practical solutions to run a profitable clinic. From online ordering to next-day delivery, as well as convenient payment options, Midwest continually looks for innovative ways to make business easier for you and your clinic staff. Whether you operate a clinic for Companion, Equine, Food Animal or Mixed, we are excited to have you on board with us.

We realize that you have a choice of suppliers and we thank you for choosing Midwest. Your success and trust is our ultimate goal.

*Together we can make a difference in your practice.*

Sincerely,



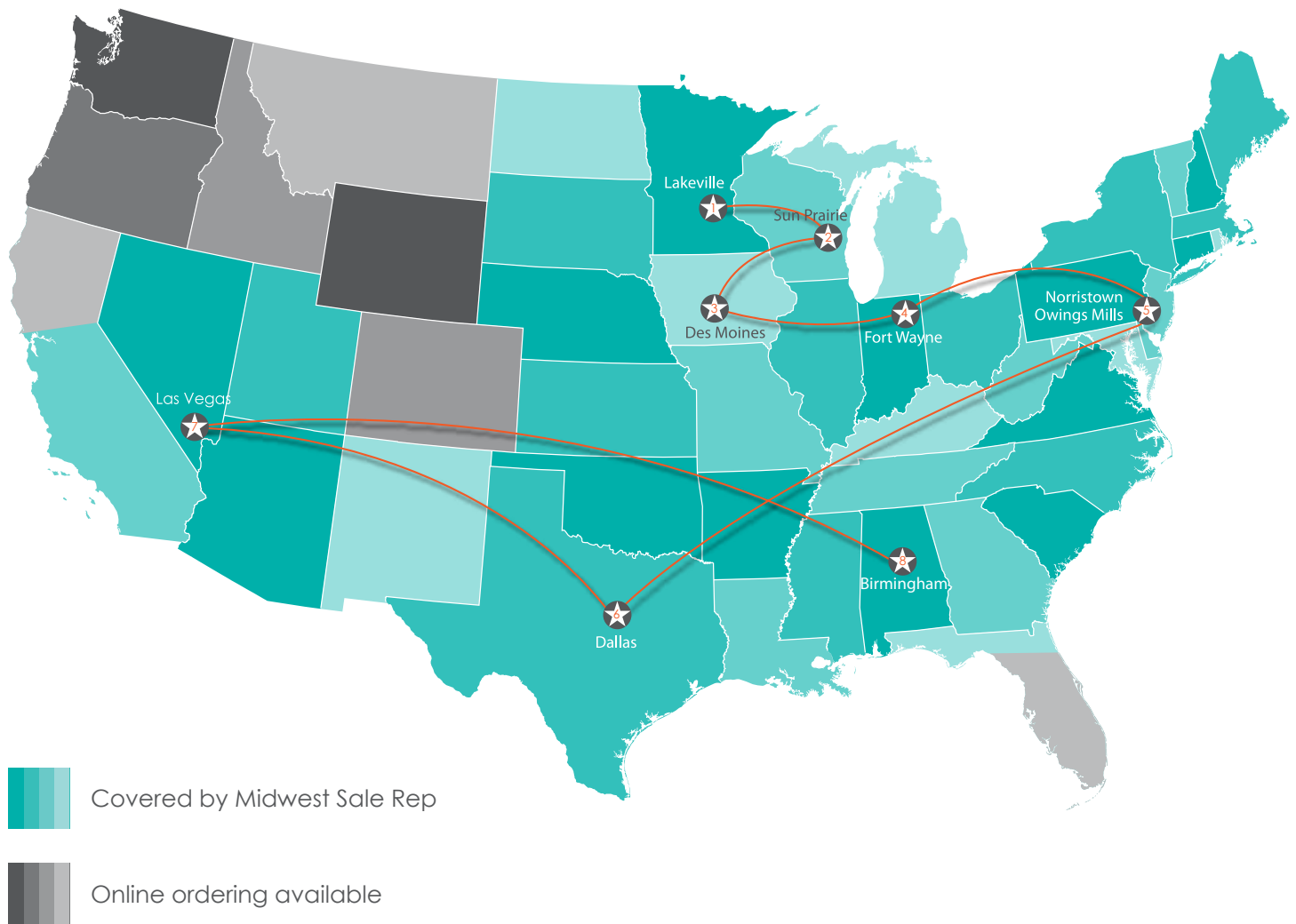
Guy Flickinger, President

On behalf of the entire staff at Midwest Veterinary Supply

A family and employee owned company since 1961.



# The Midwest Story...



**1961** - Midwest Veterinary Supply, Inc. was incorporated in Fargo, North Dakota

**1962** - Offices were moved to Moorhead, Minnesota

**1980** - Growth inspired a move of the corporation to Burnsville, Minnesota

**1980** - Our 2nd warehouse was opened in Sun Prairie, Wisconsin

**1980** - Our 3rd warehouse was opened in Des Moines, Iowa

**1992** - Midwest expands and opens a branch in Fort Wayne, Indiana

**2004** - Midwest heads to the east coast and opens its 5th branch in Norristown, Pennsylvania

**2005** - Midwest opens a call center in Owings Mills, Maryland

**2010** - Expansion to the southern United States begins with the opening of our Dallas, Texas branch

**2016** - The journey west begins and we open the 7th branch in Las Vegas, Nevada

**2018** - Midwest expands to the southeast and opens a branch in Birmingham, Alabama

# Contact Us

1-800-MIDWEST | 1-800-643-9378 • Hours: Monday - Friday 7:30am - 5:30pm

## Lakeville, Minnesota (Home Headquarters)

**Servicing States:** MN, ND, SD

21467 Holyoke Ave Lakeville, MN 55044

**Fax:** 952-894-5407

**Services:** Sales Management, Marketing, Accounting, Business Solutions, Human Resources and Procurement.

## For New & Existing Accounts:

customer.accounts@midwestvet.net

## Sales Tax Information:

salestax.info@midwestvet.net

## Accounts Receivable:

accounts.receivable@midwestvet.net

## Birmingham, Alabama

**Servicing States:** AL, FL, GA, Western NC, SC, TN

207 West Oxmoor Road Birmingham, AL 35209

**Fax:** 1-952-891-9526

## Dallas, Texas

**Servicing States:** AL, AR, FL, GA, LA, MS, NM, OK, TX

11240 Grader Street, Suite 300 Dallas, TX 75238

**Fax:** 1-877-486-7641

## Des Moines, Iowa

**Servicing States:** IA, IL, KS, MO, NE, OK

3600 Army Post Rd. Suite 400 Des Moines, Iowa 50321

**Fax:** 1-877-282-0980

## Fort Wayne, Indiana

**Servicing States:** IL, IN, KY, MI, Western OH, TN, WV

6251 Innovation Blvd. Fort Wayne, Indiana 46818

**Fax:** 1-800-307-0391

## Las Vegas, Nevada

**Servicing States:** Southwestern US

2835 Coleman Street North Las Vegas, NV 89032

**Fax:** 877-775-4505

## Norristown, Pennsylvania

**Servicing States:** CT, DE, ME, MD, MA, NH, NJ, NY, Eastern OH, PA, RI, VT, VA, DC, WV

2420 Boulevard of The Generals  
Valley Forge Business Center, Norristown, PA 19403

**Fax:** 1-800-864-4204

## Owings Mills, Maryland (Call Center)

400 Redland Court. Suite 104

**Fax:** 800-864-4204

## Sun Prairie, Wisconsin

**Servicing States:** IL, KY, MI, MO, TN, WI

5374 Maly Road Sun Prairie, Wisconsin 53590

**Fax:** 1-888-372-3941

**Hours:** Monday - Friday 7:30am - 5:30pm Local Time

## Midwest Ecommerce Support

**Hours:** Monday - Friday 7:00am - 5:00pm CST  
866-770-7044 • online.support@midwestvet.net

## Equipment Department

equipment@midwestvet.net  
800-362-9226

## Online Store Support

844-654-6876 • myvetcliniconline@midwestvet.net

# Dedicated Sales Representatives

## We Work In Partnership With You

Our employees have a sincere passion for their careers in animal health and strive to ensure that every customer receives the best possible service. We still believe in the importance of personal touch and that is why when you call us, you will be greeted by a friendly representative that will help you find the right person to answer your questions and place your order.

Assigned an Outside Sales Representative (OSR) as your local resource to help you and your practice grow your business.

- Knowledgeable and skilled with our diverse portfolio of products.
- Understand the demands that your clinic faces in managing a profitable business.

Assigned an Inside Sales Representative (ISR) that is dedicated to your account for more personal attention.

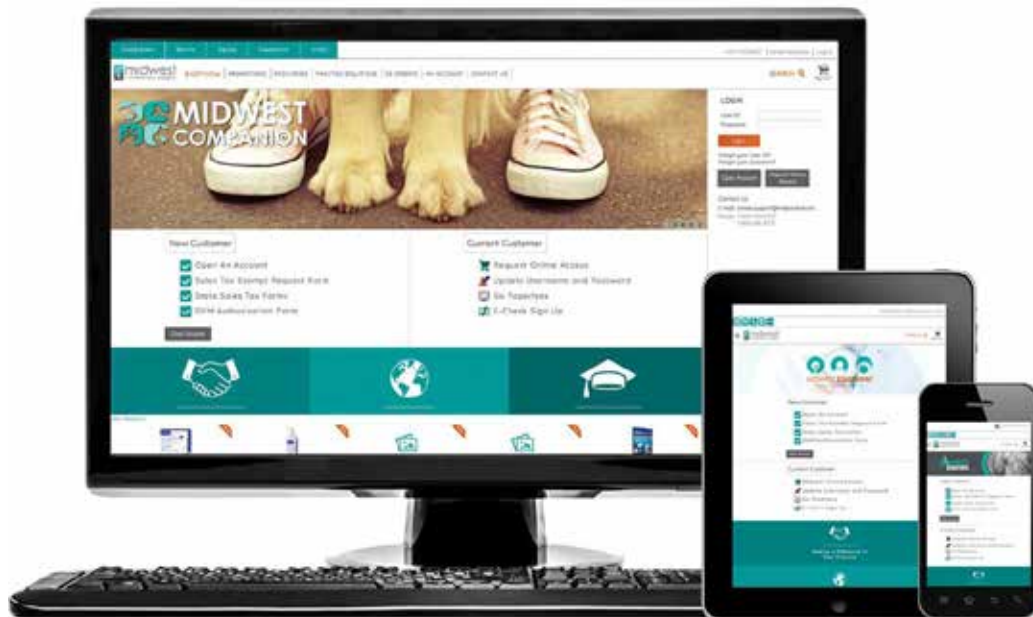
- Has the knowledge and expertise to help you find and select the right products.
- A trusted source for your questions.



# Midwest Online *(www.midwestvetsupply.com)*

## Features:

- Online access 24/7
- Over 30,000 products from 500 manufacturers
- Order from your purchase history
- Shop promotions based on your order history
- Online Compendium and SDS
- Track packages and order status
- Convenient returns process online
- Get an equipment quote
- CE and webinar opportunities
- News and updates for Companion, Equine and Food Animal divisions



midwest  
— online —  
midwestvetsupply.com

Follow Us On    

**For Questions, Contact Us At:**  
email: [online.support@midwestvet.net](mailto:online.support@midwestvet.net) or call 866-770-7044

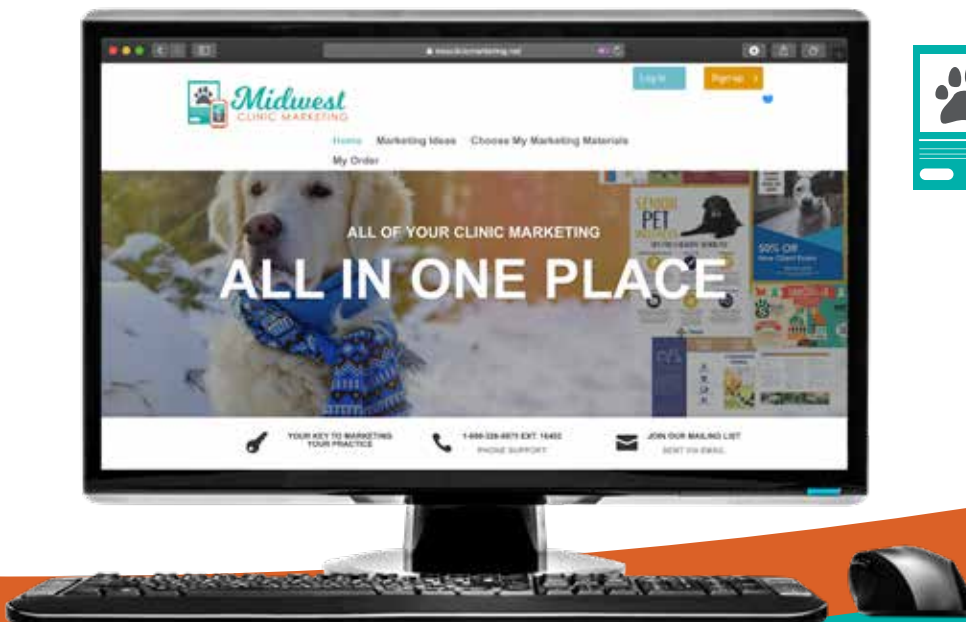
# Midwest Clinic Marketing

## Customized Marketing Support From Head To Tail

Midwest Clinic Marketing is a program that offers customized marketing support to help clinics engage and retain their customers. By offering assistance with creating and updating clinic marketing materials, veterinarians are able to focus on what they do best - practice medicine.

### We can assist you with:

- Logo Creation
- Business Cards
- Social Media Content
- Brochures
- Greeting Cards
- Seasonal Marketing Collateral
- Event Invites
- Postcards
- And More!



To Get Started, Contact Us At:  
mvclinicmarketing@midwestvet.net



# Companion Animal Division

## Innovative. Knowledgeable. Committed to Helping You Grow.

Midwest Veterinary Supply strives to be the experts in the companion animal industry, bringing you a comprehensive line of animal health care products and solutions for your practice. With 60 years of veterinary experience, we understand your business and appreciate the choices you make to develop the unique identity of your hospital.

- Partner with leading industry manufacturers to bring you Vaccines, Parasiticides, Pharmaceuticals, Diagnostics, Equipment, Specialty products, etc.
- Introduce new products to complement the unique needs of your practice
- Exclusive offers
- Provide timely tools and resources including: Monthly publication, informative email communications, industry articles, Cool Tools, Practice Tips, Clinic Marketing tools, Offers and Rebates, access to Online Learning
- Informative social media posts for you to share with your pet owners

We are passionate about earning your business and *making a difference in your practice.*



To Learn More, Visit:

[Midwestvetsupply.com/wps/portal/c/companion](http://Midwestvetsupply.com/wps/portal/c/companion) 

[MidwestCompanionAnimal](https://www.facebook.com/MidwestCompanionAnimal) 



# Midwest Equine Division

## We Provide Specialized Support For Your Equine Practice

For 60 years, our team of professionals have offered our customers reliable service, industry knowledge, and innovative solutions. Working with the Midwest team means you not only have a dedicated Inside & Outside experienced sales team but also gives you access to our team of equine specialists. Our specialists not only have years of equine industry professional experience but also a personal love and passion for horses.

In addition to our superior sales team we offer several equine focused resources:

- Online learning center
- Social media posts
- Digital & print equine publications
- Exclusive offers

Midwest offers a diverse line of products for your equine practice. Let us show you what we can do to grow your practice together. Contact your Midwest Veterinary representative today or call us at 1-800-Midwest.



### To Learn More, Visit:

-  [Midwestvetsupply.com/wps/portal/c/equine](https://www.midwestvetsupply.com/wps/portal/c/equine)
-  [MidwestVeterinarySupplyEquine](https://www.facebook.com/MidwestVeterinarySupplyEquine)
-  [MidwestVeterinarySupplyEquine](https://www.instagram.com/MidwestVeterinarySupplyEquine)
-  [MidwestEquine](https://www.linkedin.com/company/MidwestEquine)



# Midwest Food Animal Division

## A Reliable Partner For Your Large/Mixed Animal Practice

At Midwest, we believe in developing a partnership so together we can grow your business. When you work with us, you have access to our highly skilled team of Food Animal Specialists that can assist you with all of the extensive products and services Midwest can provide. As a family and employee owned business for 60 years, we have experience you can rely on.

### Visit [www.midwestvet.net/midwestbovine](http://www.midwestvet.net/midwestbovine) for the following:

- A list of Monthly Promotions on Top Food Animal Products
- Resources: Articles, Vendors, Bovine Comparison Charts & More
- New Products

Midwest carries a complete line of food animal products to meet your needs. Ask your Midwest sales representative about the ways we can partner to *Make a Difference in Your Food Animal Practice.*

**MIDWEST  
BOVINE**



**My  
VetStore**  
Online

To Learn More, Visit:  
[www.midwestvetsupply.com/wps/portal/c/bovine](http://www.midwestvetsupply.com/wps/portal/c/bovine)

# Midwest Equipment

## Products, Services & Solutions

Midwest has partnered with an extensive line of equipment manufacturers and services to bring you the latest in technology. In addition, the Midwest Equipment Team has on-staff skilled Equipment Specialists. Whether you're remodeling, expanding or opening a new practice, our Equipment Specialists are here to assist you in making the best decisions for your practice.

### Check out our **Equipment Page** on the Midwest website!



**Equipment Library** | Resources, how to videos, manuals, past articles from *The Beat*, and vendor catalogs are easy to view or download.



**Equipment Catalog** | Full electronic catalog, flip book style for easy viewing and shopping. Download the whole catalog or just save a page.



**Shop Equipment** | Shop by category or search for specific items. Add items directly to your quote cart or email your Equipment Rep for pricing. Contact an Equipment Specialist at [equipment@midwestvet.net](mailto:equipment@midwestvet.net).



**The Beat** | Quarterly Newsletter features new technologies, vendors, products, quarterly promotions, and industry articles.



**Equipment Outlet** | Discounted, refurbished, discontinued, and demo equipment available with reduced pricing, just add straight to your shopping cart. Outlet items are listed on the Midwest Markdown page.



**Equine Equipment Catalog** | Full electronic equine-focused catalog, flip book style for easy viewing and shopping. Download the whole catalog or just save a page.



To Learn More, Visit:

[www.midwestvetsupply.com/wps/portal/c/equipment](http://www.midwestvetsupply.com/wps/portal/c/equipment)

