# **Capability Statement**

## **Certifications:**

INC

Midland

**Scientific** 





#### Veteran Operated

### **Memberships:**





Water Environment Federation' the water quality people\*



DUNS: 078013893 SIC: 5049 NAICS: 423490

10651 Chandler Rd Suite 102 La Vista, NE 68128 1(800)-642-5263 orders@midlandsci.com Midland Scientific is here to meet **all** your lab supply needs. And we'll do it while providing **Unparalleled Personal Service.** We are a full-line distributor of laboratory supplies, chemicals, solutions, and equipment carrying over 500k products, with locations and a sales force covering the entire United States.

#### Core Competencies

- Full Ecommerce Website with over 400k SKUs
- EDI/Punchout Catalog
- Government E-Catalog
- Ariba/Jaggaer (Sciquest) Capatability
- Managed Inventory/Stockroom Porgrams
- Local Delivery in Select Locations
- Same Day Shipment
- Night/Weekend Emergency Shipment
- 24-Hour Customer Hotline
- Robust Technical Support
- Redundant Back-up

#### Differentiators

Midland Scientific practices a relationship driven business model. We want your business, and we will do what it takes to earn it. Our leadership team delivers value through service, exprtise, dedication, and honesty.

- 45+ Year History of Growth
- Access to All Major Product Lines
- High-Quality, Affordable Private Label Line
- Exclusive Access to Key Brands, such as:



#### Performance

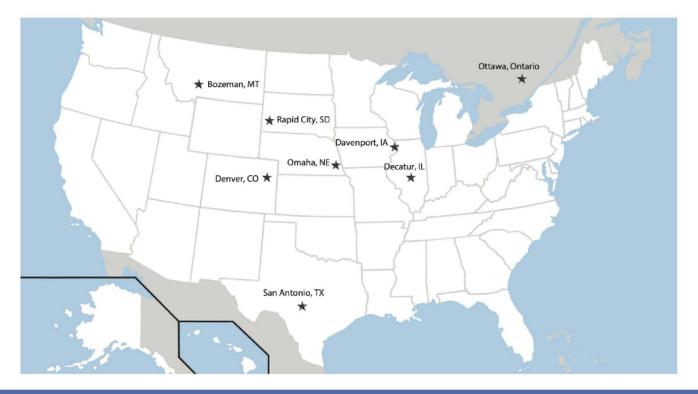
- Nearly 100% Customer Satisfaction Rate
- 99% Shipping Accuracy, 99.5% Completion of Same Day Requests
- ISO 9001:2015
- DEA Controlled Substance / Regulated Chemical Registration Certificate

#### Customer Base

Midland Scientific has over 3,500 active customers throughout North America in diverse industries, including: Food and Beverage, Agriculture, Research/Academic Labs, Water/Wastewater, Petroleum/Biofuels, and Environmental Testing. Some major corporate customers include:



#### Our Locations



#### Sustainability

Midland Scientific is dedicted to operating in an environmentally responsible manner. We strive to continually improve our methods. Here are some of the ways we are already implementing sustainable practices:

- Reducing energy use in our facilities, and optimizing delivery routes to reduce emissions.
- Reducing packaging materials, and reusing whenever appropriate
- · Increasing utilization of solar panels to power our facilities

#### **Executive Team**



Vivian Pappel President vpappel@midlandsci.com



**David Ellis** VP of Business Development (402)-346-8352 dellis@midlandsci.com