



## VENDOR AGREEMENTS

### Patterson Veterinary

- Terms of agreement
  - EPIC Membership Requirement: Minimum 60% distributor compliance to be reached within 12 months of membership and maintained thereafter
  - Distributor mark-up: Cost+8% on all products and equipment that do not have a manufacturer-set price
  - Rebate structure:
    - 1.15% member rebate on everything except American Regent
    - Additional 1% member rebate if paying by ACH or check
    - \$35,000 signing bonus, plus 0.35% rebate paid to EPIC on total group sales
    - Rebates paid quarterly
  - Payment terms: 60 days
  - Agreement ends December 31, 2025
- Contact: Chris Kemp / [chris.kemp@pattersonvet.com](mailto:chris.kemp@pattersonvet.com) / 817-917-0880

### Boehringer-Ingelheim

- One-year agreement effective September 1, 2023
  - *\*Extended through January 31, 2024*
- All members receive contract pricing equivalent to net EPEP Platinum level pricing with no minimum purchase requirements or growth targets
- Up to 1.5% of BI equine purchases issued to EPIC for support of all meeting and growth initiatives
- Contact: Your local BI rep

### Neogen

- Discounted pricing loaded only through Patterson
- 15% off list price for items on contract
- EPIC members are ineligible for additional promotions throughout the year
- Contact: Davin Smith / [dsmith@neogen.com](mailto:dsmith@neogen.com) / 309-530-4596

### **Custom Compounding Pharmacy**

- 10% discount on compounded medications
- Contact: Jill Piggott / [info@ccpmail.net](mailto:info@ccpmail.net) / 844-525-9881

### **Sound**

- 37% discount on all U/S and DR components and accessories
- Discounted extended warranty available at time of purchase
- Contact: Scott Giebler / [scott.giebler@soundvet.com](mailto:scott.giebler@soundvet.com) / 254-918-2532

### **Antech Diagnostics**

- Special pricing on EPIC member's most frequently used labs, plus 50% up front discount on most other tests (excluding send-outs and proprietary tests)
- Optional 3-year Lab Service Agreement
  - 20% discount off monthly invoice, or
  - 20% up-front credit toward Sound imaging upgrade or to be applied to monthly invoices
    - E.g. \$1,500/month commitment in lab services for 36 months = \$10,800.00 up-front credit
  - 5% fee increase cap per year
- Contact: Beth Schmitt / [Elizabeth.Schmitt@antechmail.com](mailto:Elizabeth.Schmitt@antechmail.com) / 317-490-1612

### **Plasvacc**

- 15% discount on equine plasma
- 2% rebate on total purchases issued directly to EPIC
- Contact: Heather Alspach / [halspach@plasvaccusa.com](mailto:halspach@plasvaccusa.com) / 805-434-0321 or Tori Pedersen / [tpedersen@plasvacc.com](mailto:tpedersen@plasvacc.com)

### **ConturaVet**

- Contract price of \$184.24 for 2.5% polyacrylamide (PAAG) hydrogel Arthramid available only through Patterson Veterinary
- Contact: Michaela Arcaro / [michaela.arcaro@conturavet.com](mailto:michaela.arcaro@conturavet.com) / 970-819-8909

### **Hilltop Bio**

- 11-33% discount up-front on entire portfolio of regenerative medicine products
- Contact: Mark Williams / [mark.williams@hilltopbio.com](mailto:mark.williams@hilltopbio.com) / 214-675-7937

## **WEX Fuel Cards**

- Corporate-level discounts at designated fuel stations:
  - Sunoco: \$0.25/gallon discount for 60 days, then \$0.06/gallon
  - Stripes: \$0.20/gallon discount for 60 days, then \$0.06/gallon
  - Exxon and Mobil: \$0.08/gallon discount for 12 months, then \$0.05/gallon
  - Phillip 66/76/Conoco: \$0.15/gallon discount for 60 days, then \$0.05/gallon
  - Shell: \$0.12/gallon discount for 3 months, then \$0.03/gallon, plus Jiffy Lube discounts
- Additional spending control and reporting options
- Contact: Maggie Nelson / [magdalena.nelson@wexinc.com](mailto:magdalena.nelson@wexinc.com) / 615-523-6438  
or Jocelyne Deraspe / [jocelyne.deraspe@wexinc.com](mailto:jocelyne.deraspe@wexinc.com) / 207-523-6142

## **Butterfly**

- 5% discount on Butterfly iQ+ Vet system
  - No limit on the number of probes that can be purchased at 5% discount
- 15% discount on first year of software services
- One free AAETV membership with each probe purchase
- Redeem by using the code EPIC at checkout in Butterfly store  
<https://store.butterflynetwork.com/us/en/product/butterfly-iq-vet/>
- Contact: Paul McLendon / [pmclendon@butterflynetinc.com](mailto:pmclendon@butterflynetinc.com) / 404-422-0363

## **Bimeda**

- Contract pricing on popular equine products, including Polyglycan, Ovamed, and more, through Patterson
- Contract pricing on generic detomidine through First Veterinary Supply
- Contact: Clark Weaver / [cweaver@bimeda.com](mailto:cweaver@bimeda.com) / 774-276-6210, or see pdf on [epiccooperative.com](http://epiccooperative.com) for listing of Bimeda territory reps

## **First Veterinary Supply**

- The only distributor to carry Bimeda's generic detomidine at the EPIC contract price
- Contact: First Veterinary Supply [gmb-firstvetsupply@cardinalhealth.com](mailto:gmb-firstvetsupply@cardinalhealth.com) to set up an account, or see pdf on [epiccooperative.com](http://epiccooperative.com) for additional account set-up options

### **MILA International**

- 15% discount on entire catalog when ordering direct
- New MILA customers, set up an account here:  
<https://www.milainternational.com/customer/account/create/>
  - Once you've set up your account (or, for existing account holders), email Jen Baxley at [jen.baxley@milaint.com](mailto:jen.baxley@milaint.com), who will update your account settings to reflect your EPIC discount. After this process is complete, the EPIC discount will be visible via your online account and automatically applied to all orders.
- Orders can be placed on [www.milainternational.com](http://www.milainternational.com), by calling 1-888-MILA-INT (1-888-645-2468), or by emailing [customerservice@milaint.com](mailto:customerservice@milaint.com).
- *Please note: The Patterson EPIC contract includes MILA products. Please check your Patterson pricing as it may be more competitive than ordering direct from MILA on certain products.*

### **Millpledge Veterinary**

- Discounted pricing loaded only through Patterson
- 10% off list price for items on contract
- Contact: Lauren Coldiron / [laurenc@millpledge.com](mailto:laurenc@millpledge.com) / 424-225-2820

### **Global Vet Link**

- Discounted pricing on subscription and pay-as-you-go plans
- Contact:
  - Existing GVL accounts: to update your account with EPIC pricing, contact the GVL support team at 515-817-5701
  - To create a new GVL account with EPIC pricing: Payton Remiger / [premiger@globalvetlink.com](mailto:premiger@globalvetlink.com)
- Additional support:
  - Free [Customer Training Sessions](#) on Pet TravelPass, Companion certificates, Equine certificates, or Production Animal certificates.
  - [GVL Help Center](#) for all the resources you need to get started: quick tutorials, answers to FAQs, and instructions for every part of the GlobalVetLink platform.

### **PayJunction**

- Discounted credit card processing fees; flat rate 2.70% and \$0.20 per transaction
- Free billing analysis and statement review.
- FMI: <https://www2.payjunction.com/payment-processing-veterinarians>
- Contact: Jim Sperry / [jsperry@payjunction.com](mailto:jsperry@payjunction.com)

## **Bionote**

- SAA, IgG, and progesterone analyzer offered at EPIC-exclusive price of \$995 with no volume commitment.
- FMI: <https://www.bionote.com/equinedm> and <https://www.bionote.com/veterinary-products>
- Contact: [orders@bionote.com](mailto:orders@bionote.com)

## **ELvation, USA**

- 15% off PiezoWave2-VET shockwave through 2024. Must mention you're an EPIC member to receive discount.
- FMI or to order: <https://veterinaryshockwaveresources.com/equine>
- Contact: Cindy Harrington / [cindy.harrington@elvationusa.com](mailto:cindy.harrington@elvationusa.com)

## **VMRD**

- Up-front discounts on SAA and IgG reader and tests with no volume commitment
  - 45% off VMRD Cube reader
  - \$330/test pack (15ct) SAA tests
  - \$360/test pack (15ct) IgG tests
- FMI: [vmrd.com/poc](http://vmrd.com/poc)
- Contact: [order@vmrd.com](mailto:order@vmrd.com) / 800-222-8673

## **Astaria**

- Purchase 5 of any Alpha2EQ kit, receive 6th kit at no charge
  - The 6 kits may be of any 30ML or 15ML configuration
- Purchase 10 of any Alpha2EQ kits and receive a centrifuge at no charge.
- Net-30 payment terms
- EPIC members that become a new customer may exchange any product (within current sterility dating) that could be injected or nebulized to treat lameness or airway disease on a one-to-one basis on their initial purchase order for any Alpha2EQ kit, for up to 5 Alpha2EQ kits.
- Contact: Bill Cramer / [bcramer@astariaglobal.com](mailto:bcramer@astariaglobal.com) or Brittany Hoffman / [bhoffman@astariaglobal.com](mailto:bhoffman@astariaglobal.com)

## **Vetlen**

- 10% discount on the Vetlen Pouch with code: EPIC
  - Order direct at <https://vetlen.com/products/vetlen-pouch>
- Free device to any veterinarian for a limited time during our initial launch, through September. No code needed.
- Contact: [info@vetlen.com](mailto:info@vetlen.com) or call 1-877-7VETLEN for more information

## **Vetoquinol**

- 10-25% discount on popular equine products, including NexHA, Butequine, Zylkene, and more, through Patterson; 2 free boxes of Phovia Gel (\$322 value) with purchase of Phovia lamp system
  - Effective October 1, 2024 through December 31, 2024. Annual price increase taking place January 2025 will be subject to EPIC discount outlined on price sheet found on [epiccooperative.com](http://epiccooperative.com).
- Contact: Your local Vetoquinol rep or ISR Rachel Kordik / [rachel.kordik@vetoquinol.com](mailto:rachel.kordik@vetoquinol.com)
  - Please see pdf on [epiccooperative.com](http://epiccooperative.com) for complete listing of Vetoquinol territory reps

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