**DISCOUNT PROGRAMS FOR NON-PROFIT CLINICS AND SHELTERS**

We tend to find it easier to order through one major drug vendor. We use Covetrus because they have a very good track record with us. We have had drug reps come in and give monetary incentives to employees which is a huge conflict of interest for a non-profit. It caused employees to run up medical expenses on things we do not need or they order more than we need. If you have a Veterinarian who is insisting on using a specific drug company please make sure you put a contract in place stating any rebates or incentives must be turned over to the charity so there are no misunderstandings. Covetrus has never done this to us. We have an inside account rep and a local sales rep. Medical supplies are overnighted so you get supplies very quickly. Shipping costs are included in their pricing so there are no surprises.

<https://www.animalleague.org/animal-welfare-groups/pet-savers/cooperative-buying-program/> - This is a Cooperative Buying Program for smaller animal shelters. By registering, you get shelter pricing through Covetrus on many of your medical supplies including vaccines.

<https://www.foundanimals.org/> – Michelson Found Animals provides micro-chips with lifetime registration to non profits.

Merck, Zoetis, Ceva, Virox Animal Health, Idexx, and Elanco all have lower pricing for non-profits. Once you sign up with an account through Covetrus, you can have your rep get you in touch with your local account reps for help.

Please make sure you read the fine print on contracts. For example, Zoetis for Shelters will not allow you to resell discounted supplies. You can only use these supplies on animals owned by your organization. This industry is a very small world so you don’t want to burn any bridges with vendors to save a few pennies.

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