

## The specimen has been taken and everybody is waiting...

The veterinarian needs diagnostic confirmation, and the cattle rancher *doesn't* need a long wait for the results of a potential virus among the herd. That means the sample has to get to the reference lab—STAT—with no loss of specimen integrity. Who can you trust with that kind of responsibility? FedEx Express.®

We don't take that job lightly. We know the importance of animal health—to the rancher, the pet owner, the breeder—and we give you the full resources of FedEx Express to meet veterinary medicine's critical needs for timeliness, precision, reliability, visibility, security, and accountability.



### Optimal animal care turns on meeting your turn-around times.

Veterinary medicine shares the same demands as other medical fields—quick analysis and the return of your results are essential for the optimal care and health of the animal. That's why you can depend on FedEx Express to help you fulfill your customers' turn-around needs. FedEx Express provides:

- Speed, precision, and reliability.
- Operational excellence that consistently delivers high service ratings.
- Early-morning delivery and late pickups for greater flexibility.
- Accessibility and convenience through a network of FedEx outlets that allows after-hours shipping in the event you miss your scheduled pickup.



### Getting a specimen from an animal is tough enough the first time.

Tissue, blood, bone marrow, and other biological specimens—these are not easy samples to collect from animals. Some are even irreplaceable, and each has its own shipping requirements. Rely on FedEx Express to get your shipments where they need to be, when they need to be there, and in the condition they need to be in. Our transportation portfolio includes:

- Fast, accurate express service for your day-to-day needs.
- Specialized knowledge to help you stay compliant with the applicable regulations for infectious substances and other biohazards.
- FedEx Clinical Pak,® providing clear, leakproof plastic overwrap for safe and secure shipments of non-infectious clinical specimens and bodily fluids.
- FedEx professionals who are specially trained in the care and handling of the specimens and materials they pick up and deliver.



### Track your specimen with a bird's-eye view.

In a business where you need to track everything carefully, FedEx information technology and reporting tools keep you fully informed with:

- Web-based tools that give you full monitoring capability and documentation.
- End-to-end visibility for precise tracking, proactive event notification, and access to help with problem resolution so you can manage client expectations.
- FedEx consignee billing to help control operating costs and earn higher volume-based discounts.



### Expand your business opportunities into greener pastures.

The more comprehensive your network, the more customers you can serve. FedEx gives you the capability to serve the maximum number of veterinarians, both inside and outside your local market. Now you can grow beyond your regional boundaries to achieve the optimal utilization of your lab resources. With FedEx Express® you can:

- Ship time-sensitive parcels long distances overnight to your facility from hospitals, clinics, and vet offices to meet your critical turn-around time window.
- Ensure that parcels in high-volume shipments and samples shipped in aggregate reach the laboratory with pinpoint accuracy.
- Leverage the convenience of late pick-up times, Saturday delivery, and FedEx retail outlets to achieve higher service levels and to meet your commitments to your clients.



### The business of caring for animals.

Veterinary diagnostics may deal with critical animal health issues, but it's still a business, and it's getting more competitive. Customers expect higher service levels, regulations become more complex, pricing pressures rise, technologies evolve, and the marketplace demands increased speed, accuracy, and efficiency. Consequently, the reference labs that prosper will do so like any other successful business—by reducing costs, increasing profits, and continuing to meet and surpass customer expectations.

All of which can be accomplished by simply choosing FedEx Express.