



Quick & McFarlin, P.C.

TO YOUR Wealth

Vivian Pappel, new president and owner of Midland Scientific, Inc.

MSI FINDS FORMULA FOR SUCCESS



On April 1 1975, John Gondring founded Midland Scientific, Inc. in Omaha, Nebraska. With experience in the Marketing Department of Mallinckrodt Chemical Works in St. Louis, Gondring decided to venture out on his own as a supplier to industrial and commercial laboratories in the Midwest. Initially, Midland Scientific provided only Mallinckrodt Laboratory chemicals. John's wife, Maggie, also joined the company in 1975. Her background with Monsanto helped to expand the company's product offerings.

Now, Midland Scientific is a full line distributor of lab equipment, supplies and chemicals, representing more than 200 manufacturers. The current catalog exceeds 20,000 items and 1,000 pages.

In January, 2007, the Gondring's sold the company to Vivian Pappel & Sterling Greni, and the company has continued to see uninterrupted growth. With a goal of making the buying process as easy as possible—in addition to the vast range of product offerings—Midland Scientific has built an extensive client roster, specifically with industrial, agricultural and food industries in the Midwest. Some of their more notable clients include Wells Blue Bunny and ConAgra. Furthermore, Midland Scientific has improved its process and efficiency through enhanced technology. Ecommerce, email communication and other upgrades have streamlined the process significantly. Despite the advancements in technology however, Midland Scientific remains

focused on the fact that nothing can replace the human element. Midland Scientific has a longstanding relationship with Quick & McFarlin. Working with Midland Scientific, Q&M has helped in a number of areas, from financial statement analysis to strategy and future plans. With a clear understanding of the facts, they provide assurance and stability to help the company. Q&M continues to play a valuable role in Midland Scientific's ongoing success.

Today, Midland Scientific has 22 employees in two locations in Omaha and Davenport, Iowa. For more information, visit midlandsci.com or call 800-642-5263.

NEW EMPLOYEE

The next time you stop in at Q&M's office, be sure to say hello to Melissa Wolf, our newest employee. Melissa came to Q&M from the University of Iowa, and currently resides in Sidney, Iowa. She's getting married in June, so wish her well!

Welcome aboard, Melissa!

Continuing Education UPDATE

The entire firm attended a two-day seminar (which everyone in the firm attended) was the 2007 Federal Tax Update sponsored by the Nebraska Society of CPA's in December, 2007. Numerous topics were covered, including personal tax changes, business provisions, retirement issues, depreciation, trusts, real estate, partnerships and limited liability companies.

VISIT Q&M ONLINE

You'll find the Quick & McFarlin Web site at www.qmcpa.com



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