



For Immediate Release. Corporate contact: Judi Boc, 314-291-2900 x2239,
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MMS Sales Reps Earn AMS Accreditation

Arizona

Connecticut

Guam

Illinois

Indiana

Kansas

Louisiana

Missouri

Texas

Utah

Wisconsin

ST. LOUIS, MISSOURI—September 9, 2005— MMS, one of the largest independent healthcare distributors, announced that 45 of their Account Managers had passed the AMS Accreditation Exam, sponsored by the Health Industry Distributors Association (HIDA). With a national pass rate of 60%, MMS surpassed the national average with 93% of their reps passing.

The AMS (Accreditation in Medical Sales) program is the nationally recognized program that measures professional sales skills and knowledge. AMS professionals study HIDA's 13-course ADVANCE® Sales Training Core Curriculum prior to taking an industry examination. By passing the exam, AMS professionals prove that they understand the healthcare industry and have the skills and expertise to provide excellent service and advice to their customers. To maintain their designation, AMS-accredited professionals must earn six AMS continuing education points each year. There are currently more than 600 AMS professionals actively maintaining their designation.

“MMS considers the development of our people to be a top corporate priority. The fact that 93% of our field personnel passed on their first try was really great,” said Mike Neubauer, Senior Vice President - Sales/Marketing, MMS.

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A Regional Distributor with a National Presence

About MMS

Founded in 1970, MMS, formerly Midwest Medical Supply, is one of the largest independent regional healthcare distributors. The company serves all of the specialized and diverse needs of the medical community with divisions dedicated to nursing homes, hospitals, physician practices, government facilities, specialty products, home care, pharmaceuticals and industrial business. The company is headquartered in St. Louis, Missouri with distribution facilities in Phoenix, AZ; Hartford, CT; Plant City, FL; Broadview, IL; Carmel, IN; Wichita, KS; Baton Rouge, LA; Houston, TX; Salt Lake City, UT; Waukesha, WI and Tamuning, Guam. For more information visit: www.mmsmedical.com.

About HIDA

The Health Industry Distributors Association (HIDA) is the international trade association representing medical products distributors. HIDA members primarily serve the nation's hospital, long term care, and physician/alternate care markets. HIDA offers access to networking, legislative and regulatory resources, critical industry and market data, and education and training products and events that enhance the business performance of member companies. For more information, contact HIDA at 703-549-4432 or visit www.hida.org.