



1000 North Oak Avenue
Marshfield, WI 54449

October 22, 2019

Dear Veterinary Professional,

Since opening our doors in 1991, Marshfield Labs' Veterinary Reference Lab has grown to four sites across the Midwest, serving nearly 2,000 clients nationwide. For the last 28 years, we've achieved success because of customers like you, and we thank you for your partnership.

The veterinary industry is changing at an accelerated rate, including the diagnostic sector. Marshfield Labs also realizes that to maintain leadership in this dynamic field, continuous investment in service development is critical to keep pace with the demands customers have for new technologies and information management solutions. Competition for resources within our rapidly expanding healthcare system has, however, made it increasingly difficult to maintain this high level of commitment expected by our customers.

We write today to inform you that after a thoughtful and deliberate assessment of our future we have sold Marshfield Labs' Veterinary Reference Lab operations to IDEXX Laboratories, Inc.

While this represents a very significant change in our direction, we will work diligently with IDEXX to assure a transition that provides appropriate opportunities for our many clients. IDEXX has a long history of providing diagnostic solutions for veterinary medicine and has shared their commitment to prove themselves to our customer base.

Importantly, there is no immediate action you need to take as a result of this news. Along with IDEXX, we recognize that continuity is key, and we are working with IDEXX to make this as seamless a transition for you as possible. As of today, everything you currently experience as a Marshfield Labs customer remains the same—pricing, test codes, pickup and turnaround times, customer support contacts, etc.

We encourage you to review the attached communication from IDEXX for more information.

Marshfield Labs is grateful to each and every one of our customers for your loyalty and the trust you have placed in us these many years as your provider of choice for diagnostic services.

Sincerely,

Thomas R. Fritsche, MD, PhD
Laboratory Service Line Medical Director

Pam Carter, MT (ASCP), BS, MBA
Laboratory Service Line Administrator