



October 22, 2019

Dear Veterinary Professional,

Welcome to IDEXX Reference Laboratories. It is a privilege to support your practice's diagnostic needs, and we look forward to developing a deeper relationship with each of you as we seek to learn more about your unique veterinary practice.

We have the utmost respect for Marshfield Labs' Veterinary Reference Lab and all it has accomplished serving the veterinary community for nearly three decades. We share the Marshfield Labs commitments to delivering exceptional customer service and bringing innovative diagnostic tests and information management solutions to veterinarians and the teams that support them.

As Marshfield Labs already noted, we want to reiterate that no immediate action is needed on your part. We know that continuity is critical to your practice, and everything will remain the same about the way you currently do business with Marshfield Labs. We are in the early days of a thoughtful integration process and are committed to keeping you fully informed as Marshfield Labs' Veterinary Reference Lab joins the IDEXX Reference Laboratories network.

As a first step in this transition, we are pleased to share that **the following IDEXX Reference Laboratories benefits will be made available to you at no additional cost** beginning in spring 2020:

- The IDEXX SDMA® Test will be added to all chemistry profiles.
- Reticulocyte count and reticulocyte hemoglobin will be added to all CBCs.
- Your practice will receive VetConnect® PLUS software, the go-to diagnostic resource for fast, effective clinical decision-making.
- **There will be no changes to your practice's existing Marshfield Labs pricing through 2020.**

Over time, we look forward to adding even more value to your practice.

We know how important reference laboratory testing is to you, your practice, and your patients, and we are committed to maintaining a seamless customer experience for you and your clients. Both your Marshfield Labs contacts along with IDEXX field professionals are available to answer questions you may have in the time ahead. You are certainly welcome to reach out through either organization to share your feedback.

Sincerely,

Mike Lane
Corporate Vice President and General Manager,
IDEXX Reference Laboratories

George Fennell
Corporate Vice President and General Manager,
IDEXX Companion Animal Group Customer-Facing Organization