

3/6/15

131309  
LEE COUNTY ANIMAL SERVICES  
5600 BANNER DR  
FORT MYERS, FL 33912

**Re: IDEXX Companion Animal Products - Sole Source**

Dear LEE COUNTY ANIMAL SERVICES:

In connection with your consideration of the purchase of IDEXX Companion Animal Products (including analyzers, analyzer consumables and SNAP kits), I hereby confirm that IDEXX Laboratories, Inc., together with its subsidiaries, is moving to an all-direct distribution model in the United States with respect to such products effective January 1, 2015 and will thereafter be the exclusive supplier of such products in the United States.

Sincerely,



George Fennell  
Corporate Vice President