

George Ristevski
Chief Executive Officer



August 6, 2015

To our Valued Customers and Partners,

Animal Supply Company was informed by Mars Pet Care that we will no longer be their distributor for the Nutro®, Greenies®, Iams®, Iams Vet®, Eukanuba® and Natura® brands anywhere in the U.S. Although Mars verbally informed us that we will continue to service these products through the end of September, we are now receiving conflicting information from Mars. We are committed to servicing you and will keep you informed as we receive additional information.

Through the years, Animal Supply Company has worked hard to build these brands and to serve our valued retailer partners. With the success of our overall portfolio of products, this outcome was unexpected. We realize that Mars' decision to make this change may be highly disruptive to your business, but our team is using this decision to strengthen our unwavering commitment to our Local Everywhere™ mission and to continue to offer an exceptional level of dedication serving the independent pet specialty channel and incredible partners like you.

During this transitional period, please continue to place your orders with us for the brands listed above. We will continue to deliver the highest level of professionalism distributing these brands, as well as the same level of service and high fill rates that you deserve and expect from Animal Supply Company, and we will work closely with you to determine available alternatives in our strong brand portfolio that fit your business needs.

United in the goal of "Delivering Success™" through our relentless pursuit of professional excellence. Animal Supply Company will always seek out new and improved ways to not only meet, but also exceed the expectations of every customer, and we are very proud to continue to offer a broad portfolio of brands that meets the diverse needs of independent retailers and pet owners alike.

Animal Supply Company values our relationships with every customer and will continue to work diligently to help drive your business. If you have any questions or if there is anything we can do to offer an improved level of service, please contact your Regional President, Animal Supply Company Sales Representative or inside Customer Service Representative.

Thank you for your continued support and for being an integral part of our collectively bright future.

Sincerely,

A handwritten signature in black ink that reads "George Ristevski". The signature is written in a cursive style with a large initial "G".