

Dear Veterinarian/Office Manager:

Would you ever give another company your veterinary profits? That's what you're doing when you don't have a lab in-house and allow companies like Idexx and Antech to do laboratory work for you.

**FACT: THE MOST PROFITABLE WAY IS TO DO TESTS ON SITE AND NOT TO SEND THEM OUT.**

And what if you could install your own lab in as little as 90 days—well, that's the average time it takes to implement VisuaLab's hardware, software and personalized customer support system. Our "lab in the box" is efficient and easy—numerous clients in the US and abroad are successfully utilizing it.

In fact, WestVet in Meridian, Idaho has made the switch and is loving the results-- You can even see their laboratory at [www.wvdl.net](http://www.wvdl.net) and [www.westvet.net](http://www.westvet.net).

Now we're not saying the old guard won't give up without a fight. Go ahead and mention you're leaving to Idexx and Antech and watch them potentially offer you a "sweet deal." Why wouldn't they? If they can get you to forget about this opportunity with a small diversion, they'll keep on taking money out of your pocket. You can't blame them for trying—just like they can't blame you for finally realizing that you don't need them.

We will be happy to meet with you to show you the difference. Give us a call or email us to get you started on adding more profit to your veterinary business.