



**BEATRICE ARTHUR**

Philip L. Francis  
Chairman and Chief Executive Officer  
PetSmart, Inc.  
19601 N. 27th Ave.  
Phoenix, AZ 85027

Dear Mr. Francis:

I'm writing on behalf of my friends at People for the Ethical Treatment of Animals (PETA) to encourage PetSmart to stop selling all live animals.

I was troubled to learn that a PETA investigator, working undercover at two PetSmart stores recently, documented more than 100 animals left to die in the back room of one of the stores without adequate veterinary care. This was a store that, according to one of your executives, has "an outstanding pet care team and an exceptional pet care record." But PETA's findings show a sad and different story.

The small animals sold at PetSmart cost your multi-million dollar corporation next to nothing and make up a minuscule percentage of PetSmart's total sales.

Won't you please forgo the sale of live animals in favor of selling supplies only? It is the right thing to do. The animals you sell may be small, but they suffer and feel pain just as dogs and cats do – and your company does not sell dogs and cats for all the right reasons.

I look forward to the day when you stop selling live animals. Until then, I cannot in good conscience shop at PetSmart, and neither can my friends or family.

Please feel free to contact me with any questions. I can be reached through Daphna Nachminovitch at 757-622-7382, extension 8338.

Thank you for your consideration.

Very truly yours,

Bea Arthur