



**Paul Madore**



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New Mexico State Capitol Building  
490 Old Santa Fe Trail  
Santa Fe, NM 87501

Dear New Mexico Lawmakers,

I am a representative of Pet Quarters in Maine. This is a privately owned chain of 5 pet supply/pet food stores, and I have held nearly every position in this company in its 25 year history. I have been in this line of work since 1974 and feel I can speak for the pet food market in Maine in general. As you know, Maine is a state which charges pet food manufacturers an additional fee to fund spay/neuter services. I am writing to share my firsthand experience and encourage you to support similar New Mexico legislation.

Since Maine has enacted its spay/neuter surcharge on dog and cat food companies, there has been no general increase in costs of dog/cat food or treats caused by the surcharge. Over the past years, I have noticed that certain premium/exotic protein products have increased in price, but there's no evidence that has taken place due to the surcharge and appears, in my opinion as a pet food professional, more connected to market supply and demand for higher quality foods.

Pet food companies did not stop selling or reduce the variety of their products in Maine after the surcharge was in place—in fact, sales and varieties of products have only increased over time.

Consumers have not been negatively affected by the surcharge. We continue to enjoy a loyal base of customers that shop in our stores and have a variety of brands and products to choose from. The surcharge did not cause online products to be cheaper, and our business continues to do well. We did not notice any meaningful difference in the ability of customers and animal rescue/shelter

groups to feed their animals. In fact, the impact has been so little that most of the public is not even aware that pet food manufacturers pay the additional surcharge.

I urge you adopt this fiscally smart and beneficial funding mechanism in New Mexico, knowing that the negative impacts are little to none, and the positive outcomes prevent needless euthanasia and save the public's money over time.

Sincerely,

Paul Madore  
Pet Quarters