



PRODUCT BULLETIN

Date: 3/30/2023

Product: **Product Update**

Over the past two years, we have been forced to replace upwards of 40 products, mostly aerosols, with 90% of that total coming from one supplier. As mentioned at a meeting a few years ago, a major aerosol supplier was bought out and made the unfortunate decision to no longer private label products for purchases under 400 cases annually.

We've been given another round of products from that supplier that we are being told we are going to have to find a replacement for. We began the hunt for new products several weeks ago when we were given the news and have sent our original versions to a few suppliers asking them to produce matches for them.

We've recently begun getting some of these samples back and will be contacting some of you to test them for us. It is important that you have them tested as soon as possible so we can send the approval to the new supplier so they can begin production, and we can begin the label-proofing process here on our end. Here is the list of products that we will be replacing in the coming months.

- Mark Out
- Anti Seize
- White Lube
- Protect O Flex
- XL 866

While not on the discontinued list of products, we also plan to begin a search for new alternatives to be proactive in our approach for the following products:

- Free All
- Electro Solv
- Supersol
- Stick It

We hope that these products will be the last of the products we are forced to discontinue and find replacements for but if there are others, we will let you know as soon as we are notified. We apologize for the inconvenience.