

Overview of the Transition Sheet

Streamlined packaging:

- Most product now comes in hangers (except lip balm, Face Wash, Bugs Be Gone, Sitz Bath and Travel Packs).
- Product sizes are:
 - Travel tin (replaces 1oz tin, contains same amount of product)
 - Large Tin (replaces 2oz glass jar, contains same amount of product)
 - Sticks (higher quality container than previous container)
- Lip Balms are now available as 24 packs, in eye catching POS dispensers. Single flavor dispensers only.

Name & UPC/SKU Changes

- We have changed a few products names to better communicate directly with customers:

<u>Original Name</u>	<u>New Name</u>
○ Green Goo Herbal First Aid and Outdoor Salve	First Aid
○ Arnica Salve	Pain Relief
○ Green Goo for Animals	Animal First Aid
○ Green Goo for Tattoos	Tattoo Care
- **Some UPCs/SKUs have changed.** All products that now come in hangers have new UPCs and SKUs. Please update your system with the correct UPCs/SKUs on the Transition Sheet.

Order Minimums

All SKU's must be ordered by 6 Pack case. There is no monetary minimum order.

Price Changes

Most prices have remained the same. There have been 5 prices changes. There was one increase, Kiss On Lip Balm (SKU 7031), which increased to be consistent with our other lip balms. Four prices decreased, including the: Outdoor Travel Pack, Everyday Travel Pack, Mama & Baby Travel Pack, and Sitz Bath.

New Products

We are introducing a number of new products, including:

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|-------------------------|-------------------|---------------------|
| ➤ First Aid Travel Pack | ➤ Golf Goo | ➤ Baby Balm Stick |
| ➤ First Aid Small Tube | ➤ Hand Goo | ➤ Outdoor Fill Pack |
| ➤ Foot Care | ➤ Poison Ivy Care | |

Please see the transition sheet and the catalog for details.

Thank you for your patience and understanding during this transition. Please do not hesitate to contact us with any questions or concerns you may have, we are here to help make this evolution as smooth as possible.

The Sierra Sage Family & Green Goo

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