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system company

PRODUCT NAME CHANGE ANNOUNCEMENT

DATE: 4/3/2009
TO: All DEB SBS Distributors
SUBJECT: Aero First and Aero Instant

As the leaders in Foaming Hand Sanitizers, we have enjoyed huge success with our Aero First foaming alcohol hand sanitizer, Aero Instant Non-Alcohol Hand Sanitizer and Aero Instant Free Non-Alcohol Hand Sanitizer without fragrance and dye.

In July 2008 we introduced you to our **Deb InstantFOAM** brand of foaming hand sanitizers. **Deb InstantFOAM** is the brand sold by all of the Deb Group Companies throughout the world and also includes world class sales aids, support materials and technical support.

To help build more Deb brand awareness and make selling our products easier for you, we have decided to move all of our foaming hand sanitizers to the **Deb InstantFOAM** brand. **The pricing and formulations are exactly the same but the item numbers and some of the case packs have changed.** The pricing is featured in our September 2008 price list and remains unchanged.

Attached is a listing of the Aero brand item numbers and case packs with the corresponding Deb InstantFOAM item numbers and case packs.

We appreciate the potential "hassle" associated with this change. To help encourage you to make the change quickly we will provide you with a 10% rebate on any Deb InstantFOAM products you order by May 15, 2009. The rebate will be provided on one order only. If you are already an InstantFOAM customer we will extend the offer to you on your next order provided the order is placed by May 15, 2009. The order must be marked "**InstantFOAM Transition Promotion**".

While every effort has been made to balance inventory as to provide 30 or more days notice, it is likely that some Aero First and Aero Instant items will be out-of-stock sooner than expected. In the event this occurs you will be contacted by Deb Customer Service.

We apologize for the potential inconvenience this transition may cause. Please contact your Deb SBS representative or call 1-800-248-7190 with questions or comments.

All The Best,

Tom Wirostek
VP Marketing



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Conversion Chart to InstantFOAM Range

AERO		InstantFOAM	
Aero First Alcohol		InstantFOAM Alcohol	
Item #	Description	Item #	Description
01702	25 x 50 ml Pump Bottle	01801	12 x 47 ml Pump Bottle
01700	6 x 500 ml Pump Bottle	01803	12 x 250 ml Pump Bottle
		01815	12 x 400 ml Pump Bottle
01727	8 x ProLine 1-Liter	01827	6 x ProLine 1-Liter
01720	4 x ProLine 1-Liter		
Aero Instant Non-Alcohol		InstantFOAM Non Alcohol	
Item #	Description	Item #	Description
56102	25 x 50 ml Pump Bottle	56801	12 x 50 ml Pump Bottle
56500	6 x 500 ml Pump Bottle	56803	12 x 250 ml Pump Bottle
57210	8 x ProLine 1-Liter - Standard Tip	56827	6 x ProLine 1-Liter - Standard Tip
59210	4 x ProLine 1-Liter - Standard Tip		
57214	8 x ProLine 1-Liter - Orange Tip	56824	6 x ProLine 1-Liter - Orange Tip
59214	4 x ProLine 1-Liter - Orange Tip		
57216	8 x ProLine 1-Liter - Green Tip	56826	6 x ProLine 1-Liter - Green Tip
59216	4 x ProLine 1-Liter - Green Tip		
Aero Instant Non-Alcohol FREE		InstantFOAM Non Alcohol FREE	
Item #	Description	Item #	Description
55502	25 x 50 ml Pump Bottle	55851	12 x 50 ml Pump Bottle
55500	6 x 500 ml Pump Bottle	55853	12 x 250 ml Pump Bottle
57510	8 x ProLine 1-Liter - Standard Tip	55857	6 x ProLine 1-Liter - Standard Tip
57514	8 x ProLine 1-Liter - Orange Tip	55854	6 x ProLine 1-Liter - Orange Tip
57516	8 x ProLine 1-Liter - Green Tip	55856	6 x ProLine 1-Liter - Green Tip