



June 15, 2012

Environmental and Consumer Safety Compliance Measures

Dear Valued McLane Supplier:

As we all know, the consumer package goods industry contends with a web of federal, state, and local regulations that continues to grow in number and complexity every year. In response to this regulatory environment, as well as to better protect the consumers and communities that both our companies serve, McLane is launching a compliance initiative for certain chemical-containing products that we carry.

Two elements of our initiative directly impact our supplier community. As discussed more fully below, the first involves systematically collecting and assessing certain information about products we carry and the impact they may have on the environment. The second involves the instructions that you give McLane for handling and disposing of unsold or unsellable products.

Product Assessment & Classification

McLane has selected the WERCSmart solution offered by The Wercs Professional Services to help us manage certain regulatory compliance requirements for all chemicals, over-the-counter health products, pesticides, aerosols, batteries, and other hazardous-material products that you may sell to us.

A key part of your role in this process will be to register your products with The Wercs. The Wercs will then in turn perform certain assessments of each product and support McLane's regulatory compliance in handling those products as well as disposing of unsold or unsellable products.

Examples of products that you must register with The Wercs include:

Chemicals

- Any product that is advertised or labeled to kill, repel, or prevent the growth of any living organism. This includes, for example, anti-microbial products. It also includes all pesticides and other products regulated under the Federal Insecticide, Fungicide, Rodenticide Act.
- Any product that contains a powder, gel, paste, liquid, or gas, and which is not intended for human consumption.
- In addition, the following products also must be submitted, even though they *are* intended for human inhalation, consumption, or absorption:
 - Lozenges, pills or capsules (e.g. pain reliever, vitamins,

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	<ul style="list-style-type: none"> water pills) o Medicated swabs, wipes and bandages o Patches (heated and/or medicated) o Energy bars, diet supplements and vitamin drinks o Liquids (e.g. soap, shampoo, cough medicine, eye drops, ear drops, nasal spray and inhalers) o Medicated shampoos, gums, ointments and creams, including suntan lotion o Lip balm, lip creams and petroleum jelly o Contraceptive foams, films, and spermicides o Equipment sold with chemicals (e.g. vaporizer sold with medication, air fresheners, gel shoe inserts) o Any other over-the-counter medication or supplement of any kind
Aerosols	<ul style="list-style-type: none"> • Any product that contains a compressed gas or propellant.
Batteries	<ul style="list-style-type: none"> • All batteries • Any product that contains a battery of any kind
Electronics	<ul style="list-style-type: none"> • Any product that contains a circuit board (e.g., blinking lights or making sounds)
Fluorescent Lamps	<ul style="list-style-type: none"> • Fluorescent lamps and compact fluorescent lamps • Halogen lamps that are not certified lead-free • High-Intensity Discharge (HID) lamps (e.g., grow lamps)

No later than **July 20, 2012**, you will need to register all items within the categories identified above that are being purchased and distributed by McLane. To do so, please visit www.supplierwercs.com, click on the McLane logo, and follow the detailed instructions there.

If you already have a WERCSmart account and the products that you sell to McLane are already registered there, please simply log on and authorize The WerCS to send McLane your MSDS and chemical assessment data for those products. If the products that you sell to McLane are not yet registered, please log on and add this new product information and MSDS sheet(s) to WERCSmart and authorize The WerCS to send McLane your MSDS and chemical assessment data for those new products.

Going forward, you will need to complete this process for any other products that McLane may begin newly purchasing and distributing, as well as for any existing items whose formulations, ingredients or UPCs are changed in any way.

If you do not have a WERCSmart account, please visit www.supplierwercs.com to set up an account and input the required information into WERCSmart.

The Wercs will assess a registration fee to you based on the following schedule of services:

Service	Fee
Transmission of data to McLane with additional review required by The Wercs. (<i>i.e.</i> , product already registered with The Wercs but not previously associated with McLane)	\$25
Associating additional UPC(s) to a previously-assessed product	\$15/product
Product review and transmittal with Supplier-provided MSDSs (<i>i.e.</i> , product is new to The Wercs, and Supplier uploads compliant MSDS)	\$180
Product review and transmittal with The Wercs-authored MSDS (<i>i.e.</i> , product is new to The Wercs, and The Wercs authors compliant MSDSs)	\$265

All proprietary information that you provide to The Wercs is kept confidential. The Wercs is committed to the highest levels of security and will not share any proprietary information with McLane.

Please begin registering your products promptly. McLane expects to have all regulated products in the WercSmart system by July 20, 2012. McLane will assess a fee of \$5,000 per unregistered product to any supplier who has not registered all products by that date. This fee will cover the additional time and expense that McLane incurs to manage compliance with this important initiative. McLane reserves the right to immediately discontinue and/or limit the distribution of any item that is not or does not remain registered with The Wercs.

Product Reclamation and Returns

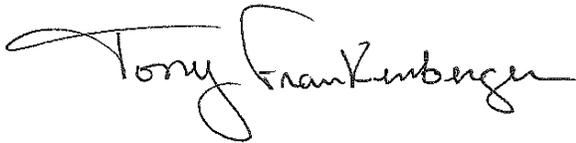
A second key aspect of McLane's initiative involves the return and reclamation policies for regulated items identified by the WercSmart process. Going forward, suppliers of these items will no longer have the option to have McLane destroy unsold or unsellable product. Depending on the item's type and condition, and the disposition alternatives available to McLane at the time, other avenues may be available to you as they are today, including donation to charity, sale at salvage, return to you, or hold for your pick-up.

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We greatly appreciate your cooperation and partnership in this project. It will help both you and us better manage the regulatory compliance responsibilities that we have, and alleviate the shared and costly exposures of noncompliance. It will also help minimize waste, and aid in our efforts toward environmental sustainability, to the direct benefit of the communities that we live in and service.

If you have questions or need more information about this initiative or the measures that your company now needs to follow with us, please contact your Category Manager at McLane.

Sincerely,

A handwritten signature in black ink that reads "Tony Frankenberg". The signature is written in a cursive style with a large, sweeping initial "T".

Tony Frankenberg
Vice President of Merchandising
McLane



July 20, 2012

Environmental and Consumer Safety Compliance Measures

Dear Valued McLane Supplier:

The foodservice industry contends with a web of federal, state, and local regulations that continues to grow in number and complexity every year. In response to this regulatory environment, as well as to better protect the consumers and communities that both our companies serve, McLane is launching a compliance initiative for certain chemical-containing products that we carry.

Two elements of our initiative directly impact our supplier community. As discussed more fully below, the first involves systematically collecting and assessing certain information about products we carry and the impact they may have on the environment. The second involves the instructions that you give McLane for handling and disposing of unsold or unsellable products.

Product Assessment & Classification

McLane has selected the WERCSmart solution offered by The Wercs Professional Services to help us manage certain regulatory compliance requirements for all chemicals, pesticides, aerosols, and other hazardous-material products that you may sell to us.

A key part of your role in this process will be to register your products with The Wercs. The Wercs will then in turn perform certain assessments of each product and support McLane's regulatory compliance in handling those products as well as disposing of unsold or unsellable products.

Examples of products that you must register with The Wercs include:

Chemicals	<ul style="list-style-type: none">Any product that is advertised or labeled to kill, repel, or prevent the growth of any living organism. This includes, for example, anti-microbial products. It also includes all pesticides and other products regulated under the Federal Insecticide, Fungicide, Rodenticide Act.Any product that contains a powder, gel, paste, liquid, or gas, and which is not intended for human consumption.
Aerosols	<ul style="list-style-type: none">Any product that contains a compressed gas or propellant.
Fluorescent Lamps	<ul style="list-style-type: none">Fluorescent lamps and compact fluorescent lampsHalogen lamps that are not certified lead-freeHigh-Intensity Discharge (HID) lamps (e.g., grow lamps)

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No later than **August 24, 2012**, you will need to register all items within the categories identified above that are being purchased and distributed by McLane. To do so, please visit www.supplierwercs.com, click on the McLane logo, and follow the detailed instructions there. For your convenience we have attached a current listing of items which you provide McLane.

If you already have a WERCSmart account and the products that you sell to McLane are already registered there, please simply log on and authorize The Weracs to send McLane your MSDS and chemical assessment data for those products. If the products that you sell to McLane are not yet registered, please log on and add this new product information and MSDS sheet(s) to WERCSmart and authorize The Weracs to send McLane your MSDS and chemical assessment data for those new products.

Going forward, you will need to complete this process for any other products that McLane may begin newly purchasing and distributing, as well as for any existing items whose formulations, ingredients or UPCs are changed in any way.

If you do not have a WERCSmart account, please visit www.supplierwercs.com to set up an account and input the required information into WERCSmart.

The Weracs will assess a registration fee to you based on the following schedule of services:

Service	Fee
Transmission of data to McLane with additional review required by The Weracs. (<i>i.e.</i> , product already registered with The Weracs but not previously associated with McLane)	\$40
Associating additional UPC(s) to a previously-assessed product	\$25/product
Product review and transmittal with Supplier-provided MSDSs (<i>i.e.</i> , product is new to The Weracs, and Supplier uploads compliant MSDS)	\$180
Product review and transmittal with The Weracs-authored MSDS (<i>i.e.</i> , product is new to The Weracs, and The Weracs authors compliant MSDSs)	\$380

All proprietary information that you provide to The Weracs is kept confidential. The Weracs is committed to the highest levels of security and will not share any proprietary information with McLane.

Please begin registering your products promptly. McLane expects to have all regulated products in the WercSmart system by August 24, 2012.

Product Reclamation and Returns

A second key aspect of McLane's initiative involves the return and reclamation policies for regulated items identified by the WercSmart process. Going forward, suppliers of these items will no longer have the option to have McLane destroy unsold or unsellable product. Depending on the item's type and condition, and the disposition alternatives available to McLane at the time, other avenues may be available to you as they are today, including donation to charity, sale at salvage, return to you, or hold for your pick-up.

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We greatly appreciate your cooperation and partnership in this project. It will help both you and us better manage the regulatory compliance responsibilities that we have, and alleviate the shared and costly exposures of noncompliance. It will also help minimize waste, and aid in our efforts toward environmental sustainability, to the direct benefit of the communities that we live in and service.

If you have questions or need more information about this initiative please contact John Anderson in McLane Risk Management at 254-742-3462 or john.anderson@mclaneco.com.

Sincerely,

William Larkin
Vice President of Procurement
McLane Foodservice