

Dear Valued Supplier,

Companies that manufacture, distribute and/or sell products containing chemicals must ensure compliance with various federal, state, and local regulations in the management and handling of those products. To ensure the safety and well-being of our employees, our customers and the communities we serve, Save Mart Supermarkets is enhancing the processes we use to identify and manage our products containing chemicals, especially when that product is damaged or unsellable and may need to be declared hazardous waste. As a company that supplies our stores and warehouses with such product, your cooperation and participation is needed.

Upon receipt of this notice, your organization must fully comply with any regulations regarding handling and management of any potentially hazardous products that you provide to our company. Those products must be registered in the WERCSmart database. The WERCSmart solution provided by The Wercs, LTD, will help our stores more effectively and efficiently manage regulatory compliance requirements for potentially hazardous products. Failure to respond in a timely manner may lead to serious repercussions, up to and including the discontinuation of your products in our stores.

What types of product must be registered?

Following are examples of products that are considered potentially hazardous. This information is not exhaustive and there are many more products that may be considered hazardous according to federal, state and local regulations. Note that California regulations are much more stringent and apply to many more products than those of other states or regions.

Products that contain poisons and similar chemicals

This includes any product that is advertised or labeled to kill, repel, or prevent the growth of any living organism such as an insecticide spray or rodent bait. It also includes all pesticides and other products regulated under the Federal Insecticide, Fungicide, and Rodenticide Act.

Household products, cleaners, and detergents

This includes many products that contain a powder, gel, paste, liquid, or gas, such as:

- Window cleaners
- Laundry detergents
- Dishwasher detergents
- Dish soap
- Hand sanitizers
- Bleach/cleaners with bleach
- Bathroom cleaners/mildew removers
- Oven cleaner
- Spray paint
- Automotive fluids

Products that are labeled with Drug Facts, Supplement Facts, or “active ingredients”

This includes products intended for human inhalation, consumption, or absorption; over the counter (OTC) pharmaceuticals; and many other health and beauty care products. For example:

- Pain relievers & antihistamines
- Cough, cold, & flu medicines
- All vitamins & supplements
- Toothpastes & mouthwash
- Contraceptive foams, spermicides
- Various cosmetics & skin treatments
- Hair color/hair bleach
- Shampoos, conditioners & styling gels
- Solid & liquid soaps
- Lip balms/creams & petroleum jelly

All aerosol products: Any product that contains a propellant or compressed gas regardless of the product inside.

Batteries and electronics

This includes batteries of any kind, any products that contain a battery, and any product that contains circuit board (for example, a calculator or a product that blinks or makes sounds).

Fluorescent lamps, bulbs and tubes

- Fluorescent bulbs, tubes, and compact fluorescent lamps
- Halogen lamps that are not certified lead-free
- High-Intensity Discharge (HID) lamps (*e.g.*, grow lamps)

Action Required: Suppliers with an Existing WERCSmart Account

If your current account includes all of the products you provide to Save Mart Supermarkets:

1. Log into your account at <https://secure.supplierwercs.com>. Click the button to “Forward Product Registration.”
2. Select Save Mart Supermarkets as the retailer to receive the data.
3. If products you sell to Save Mart Supermarkets are not yet registered, log on and click the button “New Product Registration.”

Select Save Mart Supermarkets as the retailer to receive the data.

NOTE: By July 15, 2013, your company will be required to ensure that all products purchased by Save Mart Supermarkets are appropriately registered. You will then need to complete this process for any future products that our company may purchase, as well as existing items whose formulations, ingredients, or UPC’s have changed in any way.

Action Required: Suppliers Who Do NOT Have a WERCSmart Account

If you do not have a WERCSmart account, please visit <https://secure.supplierwercs.com> to set up an account. Review the FAQ section and the Video Tutorial section for helpful information. If you have any questions or need additional support to set up your account, please contact the WERCS support team by way of the “Live Chat” button, which is available during normal Eastern Time business hours. You may also contact the support team by way of the “Support” ticketing system, which is available 24 hours.

Once your account is setup, you may enter the required information into the WERCSmart portal.

Be assured that all proprietary information provided to The Werces is kept confidential. The Werces is committed to the highest levels of security and will not share any proprietary information with Save Mart Supermarkets.



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

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

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If you have regulatory questions, please contact our Compliance Department at 209.548.6661 or 209.548.6569.

You may also contact our Legal Services Department at the address below:

Legal Services Department
PO Box 4278
Modesto, CA 95350-4278

Working together will help our organizations manage regulatory responsibilities, reduce waste, and promote environmental sustainability. We greatly appreciate your partnership.

Sincerely,

Steve Junqueiro
President & COO
Save Mart Supermarkets