



July 18, 2022

Dear Kutol Customers,

As we all know, antibacterial hand soaps and hand sanitizers were heavily ordered throughout the COVID-19 pandemic. These products are OTC drugs and typically have an expiration date on the container. Any Kutol product put into the marketplace in 2020 included an expiration date.

In general, Kutol products have a two-year expiration date (except for our 62% alcohol gel bags which have an 18-month expiration). Some products sold early in the pandemic are hitting expiration dates. Here's hoping everyone was able to move this product and get it consumed.

We have good news if you are holding soap and sanitizer inventory that is about to expire. Kutol can now support up to three years stability on nearly all OTC products. This is true of any package except the F056F bags.

Kutol Formulas with Three-Year Expirations

Formula	Name	Packages	Notes
F017F	Liquid E2 Hand Sanitizing Soap	All	
F056F	62% Alcohol Hand Sanitizing Gel	All except bags	
F060F	Golden Antibacterial (0.3% PCMX)	All	
F213F	Foaming Advanced Antibacterial Hand Soap (0.13% BZK)	All	
F207F	Foaming No Alcohol Hand Sanitizer (0.13% BZK)	All	Item numbers typically 682XX
F215F	Antibacterial Hand Soap (0.13% BZK)	All	Item numbers typically 50XX
F640F	Foaming Antibacterial Moisture Wash	All	
F688F	Foaming 62% Alcohol Hand Sanitizer	All	
F710F	Foaming 70% Alcohol Hand Sanitizer	All	

There is a little-known rule that could be helpful for those with excess inventory: OTC drug manufacturers do NOT need to put an expiration on products that can be supported as having a three-year expiration date. This gives folks the ability to use these products until they are consumed.

Our position is you should continue selling items supported by a three-year expiration date. If there is concern from your customers, use this letter as support. If there is further concern, contact Kutol to discuss removing or covering expiration dates on products where a three-year expiration is supported. **The good news is if the pandemic caused overbuying, there is a solid chance you can continue to sell those products past the expiration date on the package.**

Sincerely,

Brandon Jones
VP Sales & Marketing



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