

BIOZYME[®]

INCORPORATED

CHANGES COMING APRIL 2020

Known at this Date

DISCONTINUED PRODUCTS

- **VitaFerm[®] Sure Start Pellets** and **VitaFerm[®] Roughage Fortifier** have been discontinued.

SHIPPING UPDATES

- FedEx has agreed to reduce the 50-70 lb. handling fee from \$24 down to \$6. We are still working on getting the entire fee waived but did get a 75% reduction. Currently, this impacts orders of any 50 lb. bagged product and cases of Vita Charge Drench.
- As of March 1, 2020, fulfillment of small pack products [Page 2 items] is via FedEx at our sister company in Lexington, KY. Therefore, small pack products will no longer be top loaded on pallets. All orders will be shipped separately via FedEx Ground. Customers will be billed actual shipping rates of FedEx for small pack orders.
- As of March 1, 2020, we began transitioning from pallet rates on LTL shipments to actual quoted rates via carriers. This will include additional fees charged by carriers for farm/residential deliveries [determined by the carriers, not BioZyme], lift gate service fees and any fees associated with delivery appointments and/or driver assistance.

PRODUCT UPDATES

- The impacts of coronavirus are being felt in the supply chain. The effect is most noticeable for vitamins, which have increased dramatically because of tight global supply. We are working diligently to mitigate the effects of the shortage to our products and minimize price increases.
- Effectively immediately, some production changes have been implemented to ensure the continued quality of the bagged Vitalize[®] products. You will notice a slightly smaller pellet size and a more uniform, consistent product.
- Vitalize[®] High Performance will be moving from a 50 lb. bag to a 40 lb. bag once current inventories are exhausted, sometime in mid-April or early May.
- Starting May 1, 2020, Amaferm[®] Digest More[®] will change names to Amaferm[®] Pellet and will ship in the same style bag as Amaferm[®] granular.
- VitaFerm[®] Concept•Aid[®] 5/S IGR and VitaFerm HEAT[®] IGR require annual registration which has been completed for 2020. We have received approval for states including: Alabama, Arkansas, Colorado, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Michigan, Minnesota, Missouri, Mississippi, Montana, Nebraska, New Mexico, North Carolina, North Dakota, Ohio, Oklahoma, Pennsylvania, South Carolina, South Dakota, Tennessee, Texas, Utah, Virginia, Wisconsin and Wyoming.