

DATE: December 2024**TO: ECOLAB DISTRIBUTOR PARTNERS****FROM: HEALTHCARE / INSTITUTIONAL MARKETING****SUBJECT: ACTION REQUIRED: TOTAL BODY SHAMPOO REFORMULATION**

Due to a regulatory change in the state of New York related to the sale of cosmetic and personal care products, Ecolab's legacy Total Body Shampoo formulation, **shall no longer be distributed, sold, offered or exposed for sale** in the state of New York after December 31, 2024.

To prepare our distributors and customers for this change, Ecolab has reformulated Total Body Shampoo to comply with the state of New York regulations. The new formulation has the same benefits of the legacy product with no impact to product performance or use instructions. The new formulation will begin entering the market starting December 2024. This will ensure that distributors will be allowed to distribute the new improved Total Body Shampoo formula without supply disruption.

Distributors failing to comply with the regulatory change **could be held liable for civil penalties**, as indicated in the regulation⁽¹⁾. Therefore, it is imperative distributors prepare for this transition by assessing the risk of current Total Body Shampoo inventory being sold into the state of New York. If a risk of sale is identified, disposition of any Total Body Shampoo products on hand that do not meet the following Lot Number criteria in the table below is recommended:

SKU	Package Size	Product Description	New Formula Lot Number
6101363	(4-1250 mL)	Total Body Shampoo	2474HU4600
6000064	(6-750 mL)	Total Body Shampoo	2474HU4600
6101768	(2-1250 mL)	FaciliPro Total Body Shampoo	2474HU4600
6100628	(4-1 gal)	Total Body Shampoo	Available January 2025
6021162	(72-4 oz)	Total Body Shampoo	Available January 2025
6048562	(12-540 mL)	Total Body Shampoo	Discontinued
6067132	(12-1000 mL)	Total Body Shampoo	Discontinued

Lot numbers are printed on each case, bottle and cartridge.

With the new formulation change, distributors will also see improvements to the case and bottle labeling. Safety Data Sheets will also reflect the new Total Body Shampoo formula.

As a final note, as noted in the table above, two product sku's of Total Body Shampoo have been discontinued. For any questions or concerns, please contact your Ecolab Distributor Sales Representative, Alexandra Friedman at (786) 918 – 5457.

ECOLAB

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References:

1. <https://legislation.nysenate.gov/pdf/bills/2019/S4389B>