



Envincio LLC as Go-Forward Company Brand

Questions & Answer Sheet

1. Why did you choose to go forward with the Envincio company name versus Prentiss, a name that has been around since 1919?
 - We wanted to reenergize the business and freshen the overall image going forward. The “e” branding also affords a branding platform for multiple brand families which will allow us to focus and guide the business as we pursue our longer-range vision. The Prentiss name and legacy will be preserved on the labels and with the Prentox branding in the product names.
2. When is the change effective?
 - Although our branding initiative is effective immediately as evidenced with the launch of our integrated web site, www.envincio.com, our goal is to have the businesses and all supporting details 100% transitioned and integrated by the end of 2011.
3. How does this change the ordering process?
 - Please continue to place orders as you have in the past. The Customer Service 1-800# (1-800-652-2427) will remain active and you can continue to e-mail your orders directly to Judy Hight in customer service (judy.hight@envincio.com), our general Customer Service e-mail (customer.service@envincio.com) or call / e-mail your respective sales representative (<http://www.envincio.com/contact-us>).
 - We have invested in a new ERP system (Enterprise Resource Planning or Operating System) with plans of fully integrating and converting to the much improved system by the end of 2011. In the interim, we are loading the legacy Envincio products into the existing system and should be able to process orders for the combined portfolio within the next few weeks.
4. What will happen to the Prentiss brands and registrations?
 - Prentiss registrations will be maintained under Prentiss LLC with the same EPA Registration #. As a result, there will be no disruption with state registrations or sku set-up in customer systems. However, the label layout will ultimately adopt the Envincio label layout for more consistent Envincio branding.
5. It appears that EcoEXEMPT and EcoPCO are being rebranded. What can I expect with this rebranding?
 - Yes, EcoEXEMPT will ultimately become the Essentria brand family with Octopamine Blocker Technology while EcoPCO will ultimately become the Envi brand family. As we transition and actually build inventory under the new brand families, we will circulate more details.
6. How does this effect price and terms?
 - Price and terms will remain consistent as previously communicated by the respective company through 2011. We will launch consolidated price sheets later this fall for 2012.
7. Can I combine Envincio products to achieve the \$5,000 minimum?
 - We are evaluating our minimum order program to determine the most customer-friendly approach while balancing logistical expenses. We are confident that we can restructure something more attractive but until that time, we would ask for your patience. However, if the \$5000 minimum is creating an overwhelming pain point, please call and talk to us. We want your business and would like to see how we can better accommodate you in the interim.



Envincio LLC as Go-Forward Company Brand

Questions & Answer Sheet

8. How will I be invoiced and where should I remit payment.
 - As soon as the legacy Envincio products are loaded into the existing system over the next few weeks, we will invoice all products on the same invoice.
9. Who is my sales contact?
 - We have made some adjustments with our sales team and expect to announce a few more changes over the next few weeks. You can find geographical leads and contact information at <http://www.envincio.com/contact-us>.