



September, 2016

Dear Valued BD Customer,

Product Packaging Modification Announcement

We are pleased to announce a modification in the packaging of our 10mL BD™ Slip tip and 10mL BD™ Luer-Lok™ *syringe only* offering. BD item numbers 301604 and 309604, respectively.

This is another phase of our ongoing efforts to reduce carbon environmental footprint and by addressing downstream waste associated with our product related packaging. As a result of this packaging change we expect to reduce the amount of corrugated cardboard introduced into the market place by as much as 450,000 pounds annually in the United States and an additional 50,000 pounds in Canada. This represents a 9.3% decrease in the overall packaging weight and a 17.1% decrease in the footprint of the package size (on a per shelf carton comparison)

The packaging modification *WILL* require us to change the catalog numbers!
There will be *NO* changes to individual price of our syringes associated with
this change

We are *NOT* changing any of the design features/characteristics of the
syringe

The attached chart will explain the details of the change in the packaging with respect to the catalog number changes, shelf carton counts and the associated weights and measures.

Additional changes you will note in the packaging are:

- We have moved away from loosely filled, individually wrapped sterile syringes to a strip of five individually packaged sterile syringes connected by perforations that are “nested”
- We are eliminating the currently designed shelf carton using a tape strip to seal

10mL BD™ Syringe Only
Packaging configuration change
Comparison chart

Specification	Current offering	New offering	
Catalog numbers	309604 /301604	302995	303134
Description	10mL BD™ Luer-Lok™ & Slip tip syringe only	10mL BD™ Luer-Lok™	10mL BD™ Slip tip
Individual package			
Individual package	Individually packaged	Same	Same
Aligned in carton	Individual/loose	Strips of five each individual	Strips of five each individual
Connected	Individual/loose	Perforation	Perforation
Shelf carton			
Quantity	100 each	200 each	200 each
Height	7.75"	13.75"	13.75"
Length	11.5"	10.75"	10.75"
Width	6.5"	6.5"	6.5"
Weight	2.36 lbs.	4.28 lbs.	4.28 lbs.
Case/cube			
Quantity	400 each 4 shelf cartons	400 each 2 shelf cartons	400 each 2 shelf cartons
Height	13"	13"	13"
Length	15.5"	13.75"	13.75"
Width	11.5"	10.75"	10.75"
Weight	9.44 lbs.	8.56 lbs.	8.56 lbs.
Pallet quantity	48 cubes	52 cubes	52 cubes
Pricing			
Case pricing	Current	Same	Same
Shelf carton	Current	2 X	2 X
Each/individual	Current	Same	Same

BD™ 10mL Syringe Only Packaging Change

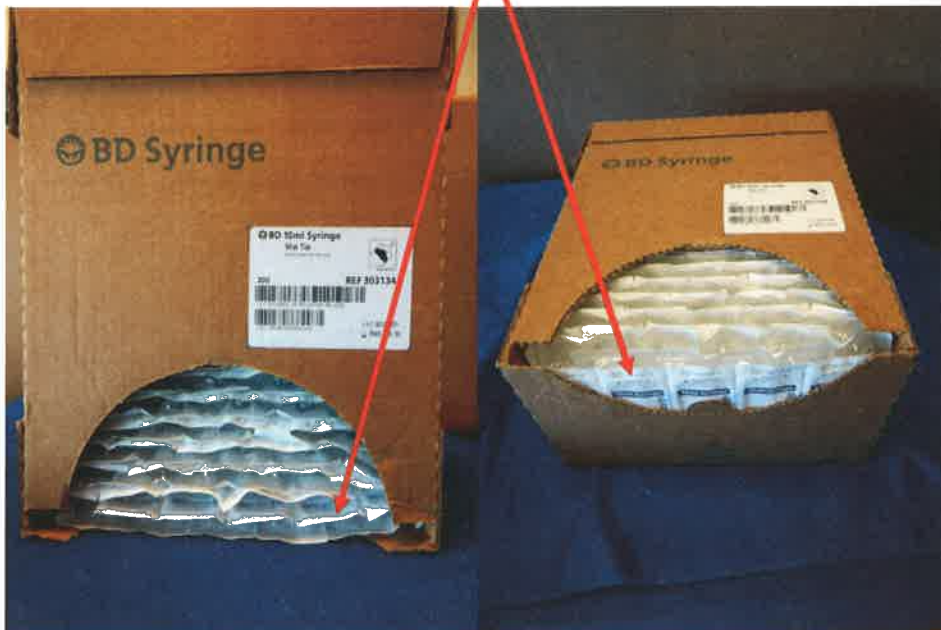
303134 10mL BD™ Slip Tip & 302995 10mL BD™ Luer-Lok™ syringes are now **200** each per shelf carton versus the previous 100 count per shelf



Perforations to open shelf carton versus previous tape and seal method

Shelf Carton

Please note syringes remain packaged individually but are now connected in strips of 5 each syringes requiring separation



Shelf Carton as Vertical Dispenser

Shelf Carton as Horizontal Dispenser