



Hello,

In my previous email I talked about how we were ending our relationship with the Oilerie and becoming an independent store. The process was completed a few weeks ago and I think it has gone pretty well.

Products - I now have the freedom to purchase olive oil and balsamic vinegars from other suppliers. So far we have added 5 new products: Lemon Cucumber Balsamic, Black Walnut Balsamic, Tuscan Herb EVOO, Leek EVOO and Champagne vinegar. We have replaced a few varieties that were not very good sellers but that we were required to carry. Of these new products the Lemon Cucumber has been the most popular by far. It has immediately become one of the top 4 sellers in the store. I still carry the same products from the same vendors that you have always liked: Aged Balsamic, Fior Fiore, etc.

In addition, I have also added some sauces that have done very well: Charred Peach Bourbon, Smoky Mountain Whiskey Glaze and a couple of others. Many of the other products in the store are carryovers from previous vendors. This would include the health and beauty products, stuffed olives and olive salad. Since I now have more flexibility, while I carry the same 32oz. Italian olive salad that the store has had for years, I also carry 16oz. Italian olive salad and olive salad with jalapeno.

Lastly, I have added a line of CBD products. CBD oil comes from hemp and is now legal across the USA. There is no THC, which is the active ingredient in marijuana. There are no medical claims that can be made about CBD but there

are many anecdotal stories of people being helped by using CBD. The products that I have decided to carry in the store are focused on pain reduction and sleep improvement.

Store

One of the first things I did as an independent store was to tear out the carpeting and replace it with wood laminate flooring. The store looks much bigger and cleaner now without the old carpeting. The carpeting captured spilt oil and had the potential to create mold and unpleasant smells.

Since the store is not affiliated with the Oilerie anymore I will not be able to honor Oilerie gift cards. The program of recycling is still in place. If you bring in a used "Oilerie" bottle we will replace it with a new Hilton Head Oils bottle and will still offer a \$1 discount for each bottle.

I would like to thank you for your continued support of the store.

Terry Butler
