

May 8, 2020



To Our Valued PCNA Distributors,

The past few months have been challenging for all of us, as we do our part to help fight the global crisis of COVID-19. We have all been affected in one way or another, and our hearts and minds remain with those who have suffered loss. The magnitude of this pandemic in human terms has only reinforced our perspective about what truly matters most.

As we continue to navigate the far-reaching effects of COVID-19 on our industry, it is important that we also prepare for what's ahead. Social distancing measures have proven effective in slowing the virus' spread, and many states and provinces have gradually begun lifting restrictions. While it's clear we'll be adapting to a "new normal" in the months to come, we view the recent progress and developments as reasons for cautious optimism, even as we are mindful that challenges remain.

Ready To Support Your Business

As has been the case throughout this crisis, safety is our foremost priority. We have implemented stringent protocols in our production facilities, including daily cleaning procedures and onsite nurses. We have been operating with a completely voluntary production workforce at our facilities across North America, and we're proud of these teammates and the role they have played in supporting your business during this unprecedented time.

Because of their efforts and those of our entire team, PCNA is fully prepared to support your business as restrictions are eased and the economy begins to restart. All of our business units remain operational, and our California ETS facility is scheduled to reopen Monday. Our service teams have transitioned to remote work arrangements.

In addition, we've introduced a variety of timely promotions and products to help you drive new business. That includes the PCNA Cares Incentive Program, which provides a 20% pricing discount and free setup on orders for healthcare providers and other COVID-19 support organizations. On the product side, we're helping you meet the new demand for face coverings and utility masks. For a look at more of the promotions and services we're offering, click [here](#).

Most importantly, we know you're counting on us now more than ever, and our entire team is committed to supporting your business. I remain confident that our collective resilience will see us through this crisis, and we can all look forward to brighter days ahead.

Sincerely,

A handwritten signature in black ink, appearing to read 'D. Nicholson'.

David Nicholson
President, PCNA