



Dear Safety Services, Inc. Customer,

Thank you for the opportunity to serve you during this uncertain time. Undoubtedly, you are receiving multiple communications regarding the impact COVID-19 is having across industries.

Circumstances are changing rapidly, and we are working diligently to meet your needs as we take precautionary measures, following CDC guidance surrounding our operations so we can continue to serve you.

*Safety Services, Inc. qualifies as a critical infrastructure service and function under Executive Order 2020-21 (COVID-19) and will be fully operational unless otherwise precluded.*

As we work to navigate these unprecedented circumstances, we want you to know what we are doing to be a reliable supplier for your organization and the challenges we anticipate we will face in doing so.

#### **Our Current Response to COVID-19**

COVID-19 has disrupted the global supply chain substantially, and SSI expects to see the impact of these disruptions the longer the situation persists. There are many unknowns. So, to ensure we can meet your needs to the best of our ability SSI has implemented allocation guidelines for the following categories of items:

- Disposable gloves
- Coveralls and disposable protective clothing
- All types of respiratory products and masks

Items may be added to this list as events unfold.

#### **Allocation guidelines are as follows:**

**New Customers:** Orders for these items from new customers will not be fulfilled at this time.

**Existing Customers:** Orders for these items will be filled based on your average usage for the past six (6) months starting in January and counting backward. Unfortunately, we cannot honor orders exceeding quantities above this usage.

#### **What SSI Anticipates in the Coming Weeks**

Safety Services, Inc. has been a regional provider of PPE and safety products for over 70 years. We are working closely with our long-time manufacturing partners to meet demand as quickly as possible; however, in most cases, shipment timing remains unknown.

We recently learned, for example, that 3M is redirecting priority for most N95 masks to government and healthcare institutions. 3M has advised that this need for national preparedness, “will reduce our ability to fully supply our base industrial business.”

Safety Services, Inc. anticipates seeing more of these measures from manufacturers as the spread of COVID-19 escalates.

For this reason, we encourage you to work closely with our account managers to identify alternative products you may use for applications across your operations. We also suggest implementing appropriate usage controls, without sacrificing safety, on COVID-19 affected items.

Undoubtedly, COVID-19 will change the world in ways we don’t see yet. Likely, our global supply chain will take considerable time to fully recover.

Thankfully, however, this *will* pass and Safety Services, Inc. will be there for you every step of the way.

On behalf of all of us at Safety Services, Inc., thank you again for your continued support of our company.

Marlee D’Arco

Chief Strategy Officer

**Safety Services, Inc.**

*Safety Simplified*

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