



March 17, 2020

To Our Valued HOSPECO Distributors:

During this Pandemic we are taking all steps necessary to protect our employees by following CDC and governmental guidelines and to properly manage our business on behalf of our loyal distributors. We are managing our business the best we can within these constraints to provide you, our existing distributor partners, with the existing products that you were purchasing pre-corona at the pre-corona sales levels to protect your base business. All orders for new products or surge volumes are being vetted and may be subject to change or cancellation. Where we can support additional volumes we will but in order to best manage the supply chain for all we must be more deliberate in order to better service all of our distributor partners.

We are currently operating on the premise that we are an essential business that will be allowed to operate in the event of a lock down.

Our best forward view of our supply position is in rolling 6 week increments and then our comments will be on a macro level and subject to change based on significant new developments. We have been talking to our factories on a daily basis to get continuous updates on the supply situation especially those that are supplying PPE and covid-19 related products. Parameters are changing on a daily basis.

Because this is a world-wide pandemic in the disposable glove category all factories globally are sold out through August and some are sold out for all of 2020. We will be seeing extended lead-times in the second quarter as the glove manufacturers prioritize shipments based on global requirements. Pricing on vinyl gloves from will be increasing 12-16% in the second quarter. There is upward pressure on both nitrile and latex gloves as well because of the surge in demand.

We apologize if we cannot serve your total needs at this time but we are being as fair as possible. If you have specific questions please reach out to your HOSPECO rep of Sales Director.

Wishing all Continued Good Health,

Bill Hemann, VP-Sales/MKTG

Inventory Position				
as of 3/17/2020 with a rolling 6 week forward view				
Category	Product Type	Item #	ItemDescription	Inventory Position
Air Care/Nilodor Products	All			Low risk
Disinfectant wipe	Facility Wipes	20075	Flexwipes® Disinfectant Wipes in Canister, White, 7" x 8", 75/canister, 6 canisters/cs	6 week leadtime to clear existing orders as of this date. At this particular time there is some uncertainty as to raw material availability so we cannot provide a ETA date on new orders. We will continue to accept non-cancelable orders.
Disinfectant wipe	Facility Wipes	10800N	Flexwipes® Bucket w/Disinfectant Wipes, White, 8" x 6", 800/bucket, 2 buckets/cs	4 week leadtime
Disinfectant wipe	Facility Wipes	10802N	Flexwipes® Disinfectant Wipes Refill, White, 8" x 6", 800/rl, 4 rls/cs	4 week leadtime
Disposable Gloves	All			Allocation
Disposable Wipers	Except as noted below			Low risk
Disposable Wipers	Dry Wipes in bucket	N-ETB	EasyTask® Bucket, Plastic, White, 6/cs	Not available at this time - no buckets
Disposable Wipers	Dry Wipes in bucket	N-ETHCBW	EasyTask® Bucket w/Hydrospun Wiper, White, 12" x 12", Roll, 60/rl, 6 rls/cs and 1 bucket	Not available at this time running disinfectant product
Disposable Wipers	Dry Wipes in bucket	N-ETHCBWR	EasyTask® Hydrospun Wiper Refill, White, 12" x 12", Roll, 60/rl, 6 rls/cs	Not available at this time running disinfectant product
Disposable Wipers	Dry Wipes in bucket	N-ETMCBW	EasyTask® Bucket w/Melt Blown Wiper, Melt Blown Polyester, White, 12" x 12", Medium Duty, Roll, 90/rl, 6 rls/cs and 1 bucket	Not available at this time due to raw material availability
Disposable Wipers	Dry Wipes in bucket	N-ETMCBWR	EasyTask® Melt Blown Wiper Refill, Melt Blown Polyester, White, 12" x 12", Medium Duty, Roll, 90/rl, 6 rls/cs	Not available at this time due to raw material availability
Feminine Hygiene	Dispensers			Low risk
Feminine Hygiene	Pads - Vend			Low risk
Feminine Hygiene	Receptacles/Liners			Low risk
Feminine Hygiene	Tampons - Vend			Low risk
Microfiber	All			Low Risk
Protective Apparel	Coveralls			Allocation
Protective Apparel	Masks - N95			Not available at this time
Protective Apparel	Masks - other			Limited availability
Sanitizer	Disinfectant Fogger	3080	Phenomenal citrus total release disinfectant and deodorant fogger, 8 oz cans/case, 6 oz net weight 12/cs	4 week leadtime
Sanitizer	Disinfectant Fogger	3120	PHENOMENAL CITRUS HOSPITAL DISINFECTANT SPRAY,16.5OZ,12/CS	4 week leadtime
Sanitizer	Surface	52480	SANIGUARD 10 OZ. SANITIZING SPRAY, 12/CS	4 week leadtime
Sorbents	Pads			Low risk
Textiles	Rags			Low risk
Toilet Seat Covers				Low risk