



*T h e   T a p e   S p e c i a l i s t s*

*Leaders In Pressure Sensitive Tape Since 1969*

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April 29, 2020

Dear Lowry partner,

Lowry continues to do its part to minimize the spread of COVID-19. Lowry is currently fulfilling orders as normal with only a few delays in PPE products. Lowry is proud to be an essential business during the COVID-19 Pandemic and remains 100% operational. Lowry's Canadian ownership is very proud of our team's ability to adapt to the changing work environment and still provide a minimally disrupted supply chain to our customers during the Pandemic.

Drawing on Lowry's relationships with suppliers spanning over 5 decades Lowry is pleased to have been able to pivot sales to provide some non-traditional products to assist its customers in maintaining a safe work environment for their employees and customers alike. Moving forward if Lowry can assist in sourcing product for your company do not hesitate to contact your Lowry sales professional. Lowry has been built on innovative sourcing, we are a member of a billion-dollar buying group and have established long term relationships with trusted quality control agents in Asian and European countries. Lowry relishes the opportunity to help move the country forward into a strong economic recovery and good health.

#### **UPDATE ON PPE**

Due to significantly increased global demand, some of our PPE products are from time to time sold out. Lowry is receiving shipments of PPE weekly from its strong supply chain developed over the past 51 years and will continue to fill orders as soon as product is available.

In addition to supply shortages Lowry is now in global competition for PPE equipment and as a result we have seen price fluctuations from order to order. Lowry is a 51-year-old company and has enjoyed strong relationships with many loyal customers throughout the years. Lowry has always provided great value to our customers and during this time of uncertain market pricing on PPE Lowry will adhere to these founding principles. Although we cannot predict the pricing of all PPE material, we want to ensure our customers that we will not inflate pricing we will continue with our pricing structure based on our landed costs.

We appreciate your patience and understanding and want to ensure our loyal customers that Lowry is working hard to fulfil orders for these items quickly as we know a safe work environment is important for both the staff and the business in general.

Sincerely,

The Lowry Ownership Team