



**Zachary T. Julius**  
Chief Executive Officer

400 Chestnut Ridge Road  
Woodcliff Lake, NJ 07677  
wearepdi.com

April 29, 2020

Dear Partners,

This is a time like no other in our lives. The COVID-19 pandemic continues to produce uncertainty, stress and trauma in our communities. By now, we have all been impacted by this virus, which has been devastating for so many. Despite the challenges we are all facing every day, this is also a time that is bringing out the best in many people—from the healthcare staff and first responders fighting on the front-lines, to the essential workers providing food, products and services. On behalf of everyone at PDI, Sani Professional and Tru-D, we are incredibly thankful to all of you serving and caring for those in need. We are proud to play a critical role in this fight by partnering with you and supporting you.

It is our goal to fill every order on time and to help protect those on the front lines when they need it, while having plenty of inventory on hand to ensure there are never any gaps in the supply chain. We have made huge strides towards these goals, but unfortunately, we are in the same position as many other companies. Demand is continuing to exceed every expectation, and we haven't yet been able to fulfill our goal completely. This has been compounded by our location in New York, the epicenter of the outbreak.

Like everyone reading this, this is a personal fight and rest assured, we won't stop until we are able to provide what everyone needs. With the progress our communities are making, things are looking up.

When the pandemic erupted, we took immediate steps to ensure supply continuity of our essential infection prevention and food safety products needed to protect lives during this crisis, and every day we are working around the clock to fulfill your requirements. We have ramped up production, hired new team members, and maximized shifts and line capacity, while we produce and ship seven days a week. We are sparing no expense or effort. We are now steadily moving forward and shipping more product every week as we adjust to operating in this changed world.

Our number one priority has always been to keep our employees safe and protected. During this time of increased production, we have implemented additional rigorous cleaning and hygiene protocols throughout our facilities and are practicing other safety precautions including social distancing, daily screening, and temperature checks to protect our employees. I am incredibly proud of our associates coming to work every day and putting others before themselves to produce our essential products during this unprecedented time.

#### **ABOUT PDI**

Driven by a commitment to research, quality and service, PDI provides innovative products, educational resources, training and support to prevent infection transmission and promote health and wellness. To learn more, visit [wearepdi.com](http://wearepdi.com).



**Zachary T. Julius**  
Chief Executive Officer

400 Chestnut Ridge Road  
Woodcliff Lake, NJ 07677  
wearepdi.com

We are a fourth generation, family-owned company that has weathered good times and bad, ups and downs, and everything in-between. The strength, restless sacrifice, compassion around us, and the level to which global communities are coming together through this pandemic has been extraordinary and inspiring. Because of this, we will emerge from this much stronger and more resilient in the future.

We are all in this together. Our sales and clinical teams are always here to assist you, and we encourage you to reach out at any time. In the meantime, please stay safe and healthy, and thank you again for all you are doing to *Be The Difference* in the fight to reduce the spread of COVID-19 and save lives.

With respect and gratitude,

Zachary T. Julius  
Chief Executive Officer

#### **ABOUT PDI**

Driven by a commitment to research, quality and service, PDI provides innovative products, educational resources, training and support to prevent infection transmission and promote health and wellness. To learn more, visit [wearepdi.com](http://wearepdi.com).