

To All Our Valued Atlantic Customers:

As we enter into yet another month under the threat of the global COVID-19 pandemic, Atlantic expresses our immense gratitude to our valued customers and partners. As business practices have evolved in unprecedented way this spring, Atlantic decisively embraced the new safety normal for our employees and for all of you. We could not be prouder of how our supply chain has responded and continues to meet the critical and essential needs of our national and global community.

In an effort to mitigate as many possible negative outcomes, Atlantic created and implemented very aggressive protocols in the early part of the pandemic. As of late March 2020, Atlantic had effectively implemented these 12 safety protocols:

- *Strict NO VISITOR policy for all Atlantic operations*
- *Commercial Travel Ban*
- *Work from Home for all administrative staff*
- *Senior Leadership has, and continues to have, full hour-long briefings every day to keep our team aligned and up-to-speed on the constantly changing landscape*
- *Any employee who does report to an office (mainly manufacturing offices) are temperature scanned and sent home immediately if symptomatic*
- *Frequent hand washing by all employees*
- *14-day quarantine for anyone exhibiting symptoms of COVID-19, is in close contact with an infected person, or they themselves test positive for the virus*
- *Salespeople and technicians are required to work from home with no office contact*
- *All warehouse, shipping, and manufacturing personnel wear 3-ply surgical-style face masks at all times when working*
- *Practice social distancing at work and when away from work*
- *70% alcohol-based wipes by all manufacturing machines for multiple day surface cleaning*

As states around the country have begun re-opening, Atlantic launched a dedicated [PPE website](#) for our customers to purchase valued and desperately needed PPE products. We made the strategic decision to purchase these items in high volumes from established Atlantic Supply chain partners, and we avoided the “wild west” gold rush purchasing of many of these PPE items.

We have also offered, and will continue to offer, our customers and the greater marketplace PPE, at the **most competitive prices we can possibly afford**. We are working to keep robust

inventories, even as the demand has skyrocketed. Atlantic sees this program as a privilege and moral obligation for our organization to supply and supply with integrity.

Please know, if you are an Atlantic customer, you are purchasing quality PPE from a reputable company at a very fair price. We will continue to lower these prices weekly as our supply chain gets more mature and demand softens.

You can see our full line up at:

www.AtlanticPPE.com

Specs and pricing are available on this site for you to review. If you would like to order via our traditional channels, please reach out your sales or customer service reps. Otherwise the easy to use, online platform is available too.

As things are beginning to open up around the country, we are being cautiously observant and making science-based decisions as to how we open. As of this week, we do have a few modifications that we believe are appropriate:

- Atlantic has face masks available for all Atlantic employees for personal and business use. These are actively being dispersed.
- We have lifted the commercial travel ban for remote working salespeople and technicians upon request per customer. Each employee is required to follow all the Atlantic guidelines and any and all customer safety guidelines prior to travel or entrance into your facility.
- We have very preliminary plans at a soft re-opening of the Solution Center, most likely in July. We will keep you posted.
- Our administrative WFH policy will stay active with no imminent changes to current policy for the foreseeable future.

We also were introduced to several COVID-19 testing centers in close proximity to many of our manufacturing operations. This is a “game-changer,” we believe, because, on the off chance the virus remains active in our country for the near-term, Atlantic can test employees quickly and efficiently and have healthy people come back to work. We feel incredibly supported that the much-needed testing is now available for Atlantic and many other companies.

Finally, thanks to great customers, long time, loyal suppliers and a uniquely positioned Atlantic, our business has remained robust throughout the pandemic. So many customers in essential businesses including food, beverage, towel, tissue, medical, cleaning supplies, air filtration, ecommerce and building supply have kept us healthy and well. We have seen no interruptions in service or the quality of our products.

There are not enough words to write about how proud we are that you trust Atlantic as your partner during this challenging time. We are nothing without the integrity of the relationships with our customers. That has been a core value since the days of my grandfather, W. Horace Carter. Thank you for trusting Atlantic. We are truly here to serve. Let us know how we can continue to be the best partner you have in your supply chain. Thank you.

Wes Carter - President