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Dear Friends and Clients,

During the COVID-19 pandemic, solution providers are reaching out to their contacts and to each other to provide you with the solutions and certified Personal Protection Equipment (PPE) to help enable your stores to open in a safe environment for your associates and customers.

There have been requests for information and pricing, regarding Personal Protection Equipment for the retail associates, and for other products that will facilitate for when the times comes to re-open the stores.

There are a lot of manufacturers in China providing PPE. Because of this, we have chosen to use our colleagues and partners because we have confidence in them. They are honest and their reputation for quality and price is well respected. We have seen, and been offered, many lower cost products from other companies with no guarantees of certifications, delivery times, quality, etc. A **guarantee** is only as good as the company that stands behind it. Our contacts are reputable and reliable and will not take advantage of an uncertain situation. They have already been there.

One of the main hurdles is the Chinese government, who is checking outgoing shipments of PPE going to the US, making sure they will still have plentiful supply for China's needs, as well as the rest of the world. Also, the US is checking imported PPE from China to ensure the products coming into the US are up to the FDA and EPA standards. Some companies are circumnavigating the certification standards, by shipping them to Europe, South Africa and the Middle East, where there is less scrutiny of the product because of the standards. These PPE products may find their way into the US.

CIS will continue to work with reputable partners in China and will provide pricing, certifications, and factual answers to all your questions. Please contact Donna Carey at decarey@cisssinc.com with all of your questions and please provide your email address, and other contact information if you wish, so we may answer in a timely fashion.

Thank you,

Peter Morello

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