



February 5, 2020

Dear Valued Customer,

As the Wuhan Coronavirus continues to spread globally, Penn Color is working diligently to gain a firm understanding of how this outbreak will affect the global supply chain. While Penn Color's direct exposure to China varies depending on chemistry and category, we are anticipating the possibility of supply delays and interruptions for some of the Chinese produced raw materials that we utilize. Unfortunately, this assumption is based on unclear information and data, and thus our ability to provide our customers with an accurate picture of the situation and how it relates to each individual product is extremely difficult now.

Penn Color's Procurement team will continue to monitor the crisis and react as necessary. It is important to note that Penn Color has an internal Alternate Raw Material team who meets regularly to consider and vet alternatives to the raw materials we use. If the supply situation deteriorates, the team has already vetted many alternates to our Chinese raw materials and we can react quickly.

In addition, Penn Color's senior management team is meeting regularly and remains in close contact with our partners in China. We will provide you with updates as additional information becomes available.

We remain hopeful that this outbreak is contained swiftly and the tragic loss of life ceases. Our hearts go out to all the victims of this tragedy.

We appreciate your business and thank you for your understanding. If you have any questions, please contact your Technical Sales Representative or Customer Service Representative.

Sincerely,

Michael McGarrity  
Vice President of Sales

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