



September 25th, 2020

Dear Valued Customers,

While our battle with coronavirus is not over, we are seeing positive signs as the economy cautiously reopens, adapting to new realities and implementing new safety protocols.

Over the summer, as we all emerged from sheltering in place, the immense demand for disposable products drove us to quickly identify a set of solutions that focused on reusable PPE as an effective alternative to disposables. PIP Canada's reusable products help protect workers in settings where regular contact with shared surfaces and social distancing is prevalent. Launderable and effective – these reusable alternatives have been shown to provide companies considerable cost savings.

Our sales and marketing team has also doubled down on developing digitized sales aids and virtual customer calling initiatives, in addition to safe field visits with select customers seeking additional help with one of the many “new normals” we all are adapting to.

Additionally, we have launched innovative new products to help stimulate the restart. We pride ourselves on being a trusted supplier of PPE that protects workers from dangerous occupational hazards. We have expanded that focus to include products that also help workers mitigate direct contact and stay protected when distancing is not possible.

We remain optimistic about the future as we continue to adapt and help support our customers who are reassessing their safety needs, as we underscore our unique value proposition of educating customers on the right solution for the job. Our goal is simple – to serve you better than anyone else in the market while staying safe and productive.

Sincerely,

Claude Roberge

Claude Roberge
President
PIP Canada

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