



## **LSI Update: Coronavirus**

March 17, 2020

As the coronavirus (COVID-19) continues to evolve, and as the country reacts to the current situation, we believe it is essential to provide regular communications to our business partners. In that regard, we will be providing updates every Tuesday, and more frequently if needed. The following items are focused on key areas that we are currently receiving inquiries about.

### **Deliveries**

At this time, we are not experiencing any impact on our lead times and are well-positioned to ship the products you require without delay. For future projects, we highly recommend that you place orders in advance to help us plan and support your needs.

### **Supply Chain**

We are a U.S. manufacturer. While we are not entirely immune to disruptions

in the global supply chain, we are much less effected then most of our competitors as we heavily source from U.S. partners. Our sourcing of components from outside the U.S. is very diverse and, in most cases, we have multiple supply partners and supply locations. For months, we have been increasing our on-hand inventory of components and sub-assemblies at LSI in anticipation of a robust summer selling season. We continue to work with our supply partners to support our forecasted demand, and we do not anticipate any short-term issues.

### **Site Visits**

LSI is working under best practices, as determined by the CDC, regarding in-person and on-site meetings. We will work with you to respect your requests as well. Your LSI Sales Representative is available to support you through several options, including telephone, teleconferencing and video conferencing. We will work with you to understand your preferences.

LSI also stands ready to support our partners with conferencing technology. If your company currently does not utilize any teleconferencing tools (Skype, Zoom, etc.), we will extend our Zoom conference licensing to your organization. Additionally, we will make available to you our IT resources (when available) to support any technical issues you may face in this area.

### **Trade Shows**

In the best interest of public safety, most industry trade shows have been canceled or postponed. We are committed to providing support for these events. If you have a question regarding our participation in a specific show,

please contact your LSI Sales Representative.

### **Our Employees & Partners Safety**

Our employees, agents and business partners are our most valuable resource, and creating a safe environment is essential. LSI's source for information and recommended actions regarding the Coronavirus is the U.S. Centers for Disease Control and Prevention (CDC) and its website at <https://www.cdc.gov/coronavirus/2019-nCoV/index.html>.

Thank you for your continued support of LSI. We want to earn your business every day and hope that you will strongly consider us for all of your upcoming projects. Should you have any additional questions or concerns, please do not hesitate to reach out directly or contact your LSI Sales Representative.

Respectfully,

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