



March 24, 2020

To our valued customers and partners worldwide,

While the Coronavirus threat continues its advance around the planet, FCI has been implementing various responses and protocols since mid-January. On March 19, an Executive Order was issued by California Governor Gavin Newsom (EO N-33-20). In that Order, Governor Newsom placed limitations on individual and business activity, with certain exceptions, including the need to maintain continuity of operation for essential businesses.

In response to the Governor's order, FCI put a temporary pause to manufacturing operations on Friday, March 20. FCI's first responsibility is to ensure the safety of our staff while we recognize the obligation we have to assist you in continuing your operations. The only way to ensure long term continuity of supply is to first ensure our workforce is operating under the highest safety protocols exceeding those recommended by the CDC and others.

We are proud to be a supply partner to the essential infrastructure companies and industries worldwide. Please be assured, as we return to full manufacturing operations, we have also taken preemptive steps to minimize any supply-chain disruptions including leveraging our global work centers and sourcing. Equally important are steps taken to ensure we sustain the highest quality products while new precautions are implemented.

The majority of our office staff, including production planners, procurement, engineering, accounting, sales and service, is operational in a remote capacity. However, we are a manufacturing company and our relationship is built on us producing high quality instrumentation in time to meet your needs. That capability remains our focus as we navigate these rapidly changing times.

Suggesting we are in anything other than the most disruptive, and potentially dangerous, times of our lives would be a falsehood. With that in mind, please know that FCI is adapting by deploying work-shift strategies, workforce segmentation, and the widest list of safety protocols. Our strategy is to mitigate the short-term disruptions with responsive recovery strategies and quick corrections, while operating under the highest safety practices for you and our employees. Many, if not most of our valued customer accounts have depended on us for long term support. That continues to drive our response in almost every way.

I extend my most sincere wishes for your continuing good health and the well-being of your families and businesses. Thank you again for choosing Fluid Components International.

Dan McQueen,  
President and CEO