



Coronavirus (COVID-19) Lakeland Industries, Inc Manufacturing Impact

Dear Distributor Partners,

Everyone is aware of the Coronavirus (COVID-19) pandemic that originated in China and has spread to different parts of the world. Lakeland is working diligently to help those affected globally but also continuing to focus on our core customer base. We diversified our manufacturing to help minimize the effect of global issues like this but diversifying our manufacturing capability does not equate to diversification of supply. The pandemic has caused disruption in the supply chain that may affect future orders. Current issues we are facing are:

- Vietnam is quarantining China raw material shipments for 14 days
- India is limiting PPE exports
- Reduced Ocean freight capacity from China to Vietnam has doubled wait times between sailings
- Many factories in China require government approval to re-open after Chinese New Year and are requiring PPE (which is already in short supply) for each worker.
- Supply chain not fully restarted due to extended New Year Holiday in China for Coronavirus (COVID-19)
- Inland and outbound freight impacted due to quarantined regions
- Some machinery in short supply (sealed seams)
- Overall Increased demand on the entire supply chain

While the impact has been minimal to date, the above issues are fluid and change daily. Lakeland has planned, as best we can, for various contingencies so that we can continue to support and supply our Distributor Partners without disruption. Owning our manufacturing and having Lakeland team members on the ground in affected countries has benefited us greatly in our understanding of these issues and in our planning. We are working overtime in all our Asia Pacific facilities to support this increased demand. We do believe that if these headwinds continue, we may see some disruption in the supply chain which could affect deliveries to our customers. We will continue to do all we can to support our Distributor Partners and will keep you informed as we learn more.

Thank you for your business and continued support.

Best Regards,

Daniel L. Edwards

Senior Vice President – Sales (North America)

Lakeland Industries, Inc.

DLEdwards@lakeland.com

Lakeland Industries, Inc
sales@lakeland.com
www.lakeland.com

