

June 17, 2020

As we begin to move through the recovery phase of the COVID-19 crisis, we are pleased to welcome customers back to Midmark's Education Center. These visits assist with the design and implementation of projects that support their current and future success. To do this safely and effectively, we have worked diligently to establish policies and procedures that follow the latest clinical standards.

We are starting to see positive signs of recovery with all fifty states "reopening" across the country in some way. Although practices continue to utilize virtual health options, they have also begun ramping up procedures, surgeries and in-person care across medical, dental and animal health markets. While we embrace this news, we realize our customers are facing several challenges, both clinically and financially. The need to control and prevent the spread of the virus is forcing healthcare providers, dentists and veterinarians to rethink facility design and how care is delivered so they can welcome patients safely into their facilities.

Midmark understands the challenges in front of us. With our eyes firmly on the future, we are aligning with our customers and channel partners to respond to immediate needs and anticipate the new normal in the days and months ahead. We have key products in inventory and are operationally ready as customers prepare for the upcoming rise in patient volume.

In many ways, this shared experience reminds us of the importance of working together toward common goals, along with partners who mean so much to us.

As our country continues to manage through this pandemic, we remain optimistic about the future, and as a company, we are eager to continue to focus on what we do best... *Designing better care.*™

Designing better care.™



John Baumann
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