

March 17, 2020

Dear Valued Customer,

As the Coronavirus situation continues, we are committed to keeping our people and our customers safe, while continuing to serve you as best as possible. We're fully aware of the evolving complexities we are facing together and have been discussing and planning preparedness actions daily. While this is a fluid situation, we wanted to share a few of the actions we are taking:

- We have staff working remotely where possible, to help keep our operations and other staff that must be physically here, healthy.
- Our sales team is working remotely, and will avoid physical meetings with customers. They are ready for your call or email to support you as normal.
- We will move to a "one way paper" approach and no longer require signatures on bill of lading when customers pick-up products or receive deliveries. *By accepting this paperwork, you are accepting the normal terms of a signed document.*
- Our La Crosse Seed drivers will also practice "social distance" during deliveries, and will call ahead to inform customers of a delivery time.
- Customers are encouraged to call ahead for pick-up orders at our facilities and avoid unnecessary face to face contact with our staff.

***To help us best serve you, please work with your Sales Manager and Sales Support Specialist to plan ahead on your orders and shipments. Providing extra time to produce and ship your seed will be a significant benefit to both of us.***

We will continue to share updates with you, and will also post updates on [lacrosseseed.com](http://lacrosseseed.com). If you have any additional questions, please feel free to contact your La Crosse Seed Sales Manager.

Thank You!