

## Working The Plan

Thank you for visiting the Milwaukee Valve website. As the economy continues to react to the COVID-19 pandemic, Milwaukee Valve wants to remind our customers that we are ready and standing by to service your valve needs and provide solutions to your flow-control problems.



During these challenging times, we have remained open and at your service. Back in March, Milwaukee Valve was designated as an **Essential Business** for two primary reasons,

- Because we are a direct supplier to the US Navy and,
- Because we manufacture products used in Commercial and Industrial Construction, as well as Healthcare Construction.

We treat that designation as an honor, and strive to fulfill our responsibilities to the Navy and our commercial customers. We are doing what we can to keep the economy moving.

Our network of sales representatives and regional managers are back on the road. Our priority remains the health of our customers, our employees, industry partners and the general

public. In day-to-day operations, we are following best practices, as recommended by government and public health officials, including:

- Constant hand-washing and disinfecting of surfaces,
- Mask-wearing, mandatory within all of our facilities,
- Mask-wearing, as requested/required by customer facilities,
- Conducting business meetings and lunch-and-learns via digital platforms, when they are requested.
- Cancelling all customer visits and tours of New Berlin or Prairie du Sac.
- Reducing outbound air travel and site and service visits, prioritizing emergencies.
- If a visit is unavoidable, our representatives and personnel are adhering to the safety procedures and guidelines mandated by each customer.





As with virtually every other business in the United States, Milwaukee Valve has grappled with a few cases of COVID-19 among more than 400 domestic employees. Because of the commitment of our employees to hygiene, facemasks and social distancing, we experienced almost no impact to day-to-day operations or the ability to service your requirements. Production levels remain at planned levels. Inventory is at all-time highs. And upticks in recent orders provide enthusiasm for the immediate future.

Due to reduced business activity as a result of the COVID-19 pandemic, work schedule adjustments were made at Milwaukee Valve. In order to avoid

layoffs and preserve all employees, six company-wide “shutdown days” were scheduled in an effort to reduce expenses over the past nine months. These days were shared equally among all employees. Those days are behind us. We await a “return-to-normal” business environment, and are optimistic for the future.

As we dealt with the many challenges resulting from the pandemic, we also took the opportunity to implement improvements to our business operations, as they were identified. For instance, we worked closely with our freight carriers to implement new procedures to reduce or defer costs related to idle drivers. Contact information has been added to all shipments so that our freight carriers can make the necessary arrangements with recipients prior to delivery.

We stand ready to support you with products, experience and expertise, and to do so through email, phone calls, virtual meetings or in-person meetings. During standard business hours, our team will continue to provide the same personal assistance that you expect from Milwaukee Valve. After hours, you can still access us via our website ([www.MilwaukeeValve.com](http://www.MilwaukeeValve.com)).

