

To: ALL Hospitals and Surgical Facilities

03.16.2020

From: Sean Hensler

CEO, Hensler Surgical

Since 2012, Hensler Surgical Technologies has always been committed to maintaining a safe and healthy workplace, whether our business is local, domestic or International. As this virus continues to flourish, fear is a poor foundation for decision making and the media has not helped matters delivering the news in the most fearsome manner possible. Healthy education of any situation or disease process should be relayed to the masses with careful thought-through considerations and a plan of action, for which such information is credible and reliable.

That being said, increased actions to instill confidence to our surgical facilities and vendor partnerships are critical, as we ALL as a company, are taking this very seriously. Additionally, our hundreds of representatives and distributors play a critical and vital role for our surgical products and our company.

However, we have initiated more stringent hygiene and sanitizing efforts for our workforce in the field, as they may or may not be able to even enter any surgical or medical facility.

As such, we are closely monitoring the ongoing COVID-19 coronavirus outbreak according to the guidelines and recommendations of the [CDC](#) (Centers for Disease Control and Prevention).

[CLICK HERE FOR THE LATEST CDC INFORMATION AND GUIDANCE.](#)

The following actions are being taken from our company, to help protect our entire team, each and every surgical team and the patients during this trying time.

1. At Hensler, we have increased our frequency of hand washing and sanitizing of all surfaces within our warehouse. This includes, but is not limited to, all surfaces, doors, assembly areas and shipping areas with CDC guidance for proper chemicals and sanitizing agents, safe for the outer box of the devices and our team.
2. We've advised and reinforced to our distributors, representatives and vendors to follow the public health authorities' guidance regarding hygiene and frequent hand washing.
3. *Out of an abundance of caution, we are not allowing our devices to be brought into any hospital or facility. This includes guidance to our representatives and distributors to NOT bring in devices from their possession, such as for bill onlies or hospitals using our devices NOT having 'shelf stock'. This is known as 'trunk stock' and is not permitted until further notice.*
4. *Hensler Surgical products will be ONLY be shipped directly from OUR warehouse to the hospital and/or facility.*
5. *We are in constant communication with our vendors and delivery companies, either delivering products or sending products out from the Hensler warehouse. Specifically,*
  - Fed-Ex: [CLICK HERE FOR DETAILS](#)
  - UPS: [CLICK HERE FOR DETAILS](#)
  - USPS: [CLICK HERE FOR DETAILS](#)
6. *We have instructed any of our distributors and representatives who exhibit flu-like symptoms to stay home, notify us so we can notify the facility he or she is attached to and advised to consult with a medical professional.*
7. *We've limited business travel and encouraged employees to leverage technology to hold business meetings whenever possible.*

We appreciate your partnership with Hensler Surgical Technologies to help keep all facilities handling our products to be as safe and vigilant as possible. This vigilance and steps above will help keep our patients, workforce and community safe.

Respectfully,

*R. Sean Hensler*

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Sean Hensler  
CEO / Founder