

PRESENTING THE INTERNATIONAL TEAM NEWSLETTER

We are pleased to introduce our Natrol International newsletter, aimed at providing you with useful information about the Natrol company brands, category developments, consumer trends, customer best practices, and our people.

With over 37 years of success selling vitamins, minerals, and supplements, Natrol is well positioned to be your preferred partner to grow your business and provide the best products to your consumers.

SPOTLIGHT

We are pleased to introduce Dusan Klasovity, Natrol's Senior QC Chemist, who joined the team in 2019 after relocating from Prague. Dusan is a PhD with over 10 years of experience



leading a QC/QA laboratory which specialized in the production of small molecules, peptidic compounds and natural substances. Dusan also strengthens the Natrol team through his pedigree in pharmaceutical production, research activities, analytical method development, validation and stability studies.

Dusan and the Natrol laboratory staff are working hard to ensure we consistently manufacture products of unparalleled quality. Our goal of producing high quality VMS is accomplished via tight in-house controls using the latest methodology and instrumentation in compliance with the international standards.

Dusan believes that positive work culture can be achieved by constant improvement, backed by experience and inspired leadership. He emphasizes bringing the best out of his team with the motto: "Success is for those who love what they are doing and learning to do!"

CORONAVIRUS DISEASE 2019 (COVID-19)

As we are all seeing and are now inescapably being a part of, that 2020 has become a difficult year full of health challenges for nearly all countries in the world, and more recently it has brought economic and financial hardship to governments and individuals globally.

The novel virus COVID-19 as of March 9 has infected nearly 115,000 people since being detected in China in December 2019, and has produced over 4,000 deaths for a mortality rate of 3.5%. The majority of victims are in China, Italy, Iran, and South Korea, but the virus is spreading globally very rapidly due to air travel, the relative ease of transmission between people, and the novel nature of it, which means the human immune system has not built up any antibodies to defend itself yet, so we are all exposed and at risk in some form.

In USA 26 people have died, and there are over 564 confirmed cases as of today, as well as several Congress members in self-quarantine. It seems the figure of infected patients may become much, and let's hope that is not the case, but there is no vaccine or remedy in sight for the time being, so taking precautions, staying away from possible infection sites, and looking after yourself and your immune system are the best tactics.

Here at Natrol we take quality seriously, where health and safety are paramount. Natrol enjoys the highest testing certifications with NSF and USP accreditations for our products, and we also added significant actions to prevent and protect ourselves including:

- **Feb 17** Purchasing infrared thermometers to assess if any employees show a fever, increasing sanitizing.
- **Feb 19** Town Hall with all employees to discuss the virus, teach proper handwashing techniques, and share preventive safety best practices, including new internal policies to send home anyone with flu like symptoms.
- **Feb 24** Review with all Manufacturing personnel that they to continue practicing their normal intense hygienic and preventative procedures. The Sales force was also grounded (no plane travel).
- **Feb 28** Quality Control added even further inspections of incoming raw materials. Extra cleaning staff disinfecting common use touch-points like door handles, doors, and other surfaces.
- **Mar 3** Implementation of new policies restricting visitor access to Natrol facilities, aiming to minimize all outsiders entering our facilities.

We continue learning and evolving our actions to combat this novel virus, but you can count on Natrol to meet and exceed all product quality requirements, and to ensure we continue making the best products for you – our valued consumers.

Elsewhere on this site we provide some of the best practices you could follow, and links to authorities to help keep yourself up to date, and being aware of changing conditions.

CORONAVIRUS DISEASE 2019 (COVID-19) (CONTINUED)

We also remind you that because there is no vaccine, it is mostly up to your immune system to defend you or help you recover, and Natrol makes over 10 different products which may help support and strengthen your natural immune system. Key elements include:

- **Sound and restful sleep.** Your body recovers and repairs at night, and Natrol melatonin can help you sleep better, is our #1 seller, and is 100% drug-free sleep aid.
- **Vitamin C.** This is a high potency antioxidant product with a better absorbed Esterified Vit C formula.
- **Vitamin D.** Studies show this helps the body defend against the common flu in those that are deficient.
- **Vitamin B.** High potency vitamins, boosted with other natural essential nutrients.
- **Omega 3-6-9.** A potent blend of Omega 3-6-9 fatty acids which provide metabolic and structural support.
- **Immune boost formula.** Supports a strong immune system using a clinically tested superfood EpiCor.
- **Quercetin.** A powerful antioxidant mix with Vit C, Quercetin, and a citrus Bioflavonoid complex.
- **Pycnogenol.** A natural compound known for its strong antioxidant power.
- **Juice Festiv.** A multivitamin that conveniently provides all the benefits found in fruits and vegetables.

Please visit www.natrol.com for more specific details on our many high-quality products, or call Consumer Care 800-262-8765. Natrol products can be purchased at your quality local retailer, or online.



MELATONIN GUMMIES

Melatonin is naturally produced in the body to help guide our 'sleep-wake' cycle.

Factors like stress, diet, age and screen time before bed can interrupt melatonin production and disrupt your sleep. Natrol® Melatonin gummies help you get better sleep so you wake up rested.† And they taste great too!†

MELATONIN CALM SLEEP

Natrol® Melatonin Calm Sleep Advanced Sleep formulation combining the calming effects of L-Theanine and the sleep benefits of Melatonin to help you get a great night's sleep.†



† These statements have not been evaluated by the Food and Drug Administration. This product is not intended to diagnose, treat, cure or prevent any disease.

SCIENTIFIC & CONSUMER TRENDS

Below please find interesting educational information about vitamins, minerals, supplements and fitness. Click on the topic to access information.

[How to Boost Your Immune System to Help Avoid Coronavirus COVID-19](#)

[15 Foods That Boost the Immune System](#)

[The Right Exercise To Boost Your Immune System](#)

For informational purposes only, Natrol is not responsible for the contents in these links.

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