



To Customers and Suppliers of Cardinal Biologicals Incorporated:

Thank you for your relationship with Cardinal – we could not do what we do without each of you and we look forward to a prosperous and mutually beneficial 2019!

As we begin the new year, there are some very exciting changes happening at Cardinal. First, we are pleased to announce that effective February 1, 2019, Mr. Paul Pfeiffer will be joining Cardinal Biologicals Inc. as our new President and CEO. For over 20 years he has worked in various sales and marketing positions with several Fortune 500 companies including AT&T, IBM and Pfizer. Most recently he spent 9 years in a sales leadership position with Aegis Sciences Corporation. In addition to his business expertise he has served as adjunct faculty at Southeast Missouri State University where he created and taught American Health Systems and Issues. Paul earned his BA in Communications with a minor in Management from Maryville University in St. Louis and went on to earn his MBA from Webster University, also in St. Louis. Paul and his wife live in Cape Girardeau, MO with their 3 daughters. He enjoys traveling, golf and reading and is extremely excited to get to know each of you. To that end, we will be reaching out in the coming days and weeks to schedule phone calls and visits to discuss your needs and how Cardinal can help address those. His email address is [paul.pfeiffer@cardinalbiologicals.com](mailto:paul.pfeiffer@cardinalbiologicals.com) and his direct line is (314) 605-0013.

In addition to our new President, after 31 years we are giving our logo an update! It reflects our heritage in the human biologicals industry with an eye towards our future growth.

Finally, as we are always looking for ways to better serve our customers and suppliers, we are actively improving our website to improve functionality, including search features and inventory availability. Look for our updated website to launch soon!

We close with another heartfelt thank you for your continued relationship with Cardinal Biologicals, Inc.

Sincerely,

A handwritten signature in black ink, appearing to read 'George Wrape, Jr.', written in a cursive style.

George "Skip" Wrape, Jr.  
Co-Founder

A handwritten signature in black ink, appearing to read 'Jim Koukl, PhD', written in a cursive style.

Jim Koukl, PhD  
Co-Founder and Medical Director