



Dear Valued 3M U.S. Distributor,

Over the last seven months, we've provided multiple updates regarding 3M's commitment to assist in the fight against COVID-19, including the collaborative work we are doing with the U.S. Federal Emergency Management Agency (FEMA) and others to help satisfy the respiratory protection needs of both healthcare and industrial workforces. This communication provides further details on a U.S. Government mandated extension of Defense Production Act (DPA) priority orders and an update on other government orders for N95 respirators.

On April 6, 3M and the U.S. Federal Government announced a plan under which 3M would supply 166.5 million respirators to FEMA to help support healthcare workers fighting the COVID-19 crisis in the United States. The U.S. Federal Government has now invoked its authority under the DPA for a second time, extending its priority orders for imported 3M respirators manufactured in Asia (primarily China) for at least one additional 45-day period starting mid-July with the possibility of two additional extensions continuing toward the end of the year. The imported volumes will be the same as under the original plan (55.5 million respirators per extension period) or less, based on current needs as determined by FEMA. Consistent with the original DPA priority orders for imported respirators, these 3M respirators will be purchased, imported, and distributed by FEMA to the areas of greatest need throughout the United States.

Actions like the above further underscore 3M's commitment to supplying personal protective equipment (PPE) to our heroic nurses, doctors, health care workers, and first responders, while also working to maintain product availability for industrial customers as our country gets back to work. This pandemic has generated unprecedented demand for 3M respiratory protection products, and the demand for N95 respirators across the country and throughout the world far surpasses the entire industry's ability to supply.

**To maximize production of 3M N95 respirators, we have temporarily suspended production on select, specialty-application filtering facepiece respirators, as this helps accelerate production on the SKUs with the highest demand and greatest capacity.** 3M sales and technical service professionals are available to help end-users for affected products evaluate and migrate to other potential respiratory protection solutions (i.e. reusable or powered air-purifying respirators). 3M is also permitting its channel partners to modify any existing open orders they have placed with 3M for these impacted SKUs and replace them with an alternative respiratory solution. Should this not be a suitable option, channel partners can also choose to keep their orders with 3M open or cancel at their discretion. This added flexibility is specific to the orders that 3M authorized channel partners have placed with 3M. The orders that end customers have placed with channel partners are governed by the terms and conditions between those customers and their chosen channel partner. For more details on impacted SKUs, please visit bCom or work with your 3M Sales Representative.

**Updated information regarding government purchase orders in the U.S. for select 3M filtering facepiece respirators:**

In May, it was announced that 3M had been awarded funding from the U.S. Department of Defense (DOD) to assist with the building of three new production lines capable of producing additional 3M N95 respirators. This funding is part of the U.S. Government's DPA actions responding to the COVID-19 pandemic.

As part of this funding support, the U.S. Federal Government has set a series of priorities for which the additional respirator production is to be used. In addition to these government-defined priorities, there

are purchases of 3M N95 respirators using federal agency grant and federal assistance funding that has been made available through various federal programs in support of the COVID-19 response.

After several discussions with the DOD contracting officers managing this program, it has been determined that the in-scope N95 respirators will be available via the relevant federal supply contract held by 3M. This federal supply contract is designed for federal government procurement. States also have the option to use this federal supply contract in appropriate circumstances to purchase in-scope N95 respirators directly from 3M when those state entities are using federal grants or federal assistance funding.

Where state or local government agencies would prefer to make purchases through 3M authorized distributors, 3M will continue to work with those distributors to manage open state and local government purchase orders.

To ensure government orders are supplied consistent with applicable requirements and priorities and to ensure supply is effectively scheduled, 3M will only be accepting new orders for the in-scope N95 products for government customers if first reviewed and approved by 3M prior to order placement.

Thank you for your patience and support. We remain committed to working with your teams throughout the coming months and are dedicated to help you navigate these changes to the best of our ability and within the boundaries and framework established by the U.S. Government.

Regards,

**Chris Dujovski** | Channel Manager  
United States & Canada  
3M Safety & Industrial Business Group

**Larry Lynott** | Director, Industrial Channel  
United States & Canada  
3M Safety & Industrial Business Group



**To:** 3M Customers in the United States  
**Subject:** 3M Respirator Availability Update re: 2019 Novel Coronavirus and COVID-19  
**Date:** April 3, 2020

Dear Valued 3M Customer,

This letter supplements our prior communications regarding the very high demand for 3M respirators resulting from the COVID-19 pandemic. As a company, we continue to act with urgency to address this crisis from every angle and do all we can to help protect our heroic nurses, doctors and first responders. Before the COVID-19 outbreak, approximately 10% of 3M's U.S.-produced N95 respirators were used by US healthcare customers, with the remaining 90% going industrial and retail end-uses. The result of all our recent efforts is that 3M is now shipping more than 90% of its U.S.-based N95 respirator production to our courageous healthcare workers, with the remaining 10% deployed to other critical national infrastructure industries including energy, food and pharmaceuticals.

Yesterday, the Administration formally invoked the Defense Production Act (DPA) to empower the Federal Emergency Management Agency (FEMA) to submit prioritized orders for our N95 respirators. We have been working closely with the Administration to do exactly that, and we appreciate the authorizations in the DPA that provide a framework for us to expand the work we are doing even further in response to the global pandemic crisis. We look forward to working with FEMA to implement yesterday's Executive Order. We don't know yet the impact of the DPA on our ability to supply product through our current healthcare channel and to critical industrial infrastructure. As we have additional information, we will provide you an update.

In addition to directing the vast majority of our N95 respirator output to healthcare and public health, the following summarizes our supply expansion efforts:

- In January, prior to the rapid acceleration of the COVID-19 outbreak in the U.S., 3M produced 22 million N95 respirators in the U.S.
- In February, 3M increased production of N95 respirators to 33 million in the U.S.
- In March, 3M further increased production of N95 respirators to 35 million in the U.S.
- Prior to the emergence of COVID-19, 3M's US manufacturing facilities exported a small portion [6 million] of its monthly respirator output, primarily to Canada and Latin America.
- Since January, 3M's significant increase in US monthly production of 13 million (22 million to 35 million) N95 respirators, has all been distributed throughout the U.S.
- For these Canadian and Latin American customers, 3M's N95 respirators produced in the U.S. are their primary source of supply. The Administration has requested that 3M

cease exporting respirators that we currently manufacture in the United States to the Canadian and Latin American customers. There are, however, significant humanitarian implications of ceasing respirator supplies to healthcare workers in Canada and Latin America, where 3M is a critical supplier of respirators.

- On top of the production expansion we've already completed, we expect to further increase respirator output to 50 million units per month in the US by June, a 40% increase from current levels
- Just recently, as a result of utilizing our global manufacturing footprint, 3M has secured authorization from the Chinese government and is in the process of importing 10 million 3M respirators that manufactured in China into the US
- We are also partnering with Ford Motor Company and other leading manufacturers to increase output of N95 and other respirators
- 3M engineers are collaborating with several sterilization companies to find a way for hospitals to safely clean, reuse and extend the life of these respirators.

We also continue to act on reports of price gouging and unauthorized reselling related to 3M respirators. This activity is unethical and illegal. As you recall on January 23, in a communication to channel partners we reinforced a coronavirus communication to Authorized 3M Distributors, and reinforced our policy on export of products: distributor will not sell, drop-ship, allow trans-shipment (i.e., ship to a U.S. destination for re-shipment to a non-U.S. destination), export, or ship for ultimate use of Products to destinations outside of, or for ultimate end use in, any location outside U.S. States and Territories (note: Puerto Rico specifically requires written consent from 3M) without express written authorization. We are working with the U.S. Attorney General and attorneys general of every state, making it clear that 3M has not and will not raise prices for respirators and offering our assistance in the fight.

3M is in daily contact with our customers and we remain committed to open and honest communications during this rapidly changing situation. Please work with your 3M Key Account Management Team or local sales representative for assistance. As this situation evolves, we will continue to provide updates as appropriate.

Regards,

Jim Fall  
SIBG Vice President  
United States and Canada Business Area

**To:** 3M Industrial Customers in the U.S. and Canada  
**Subject:** 3M Respirator Availability Update re: 2019 Novel Coronavirus and COVID-19  
**Objective:** Updated end-user / customer letter  
**Date:** March 25, 2020

Dear Valued 3M Customer,

This letter supplements our prior communications regarding the very high demand for 3M respirators resulting from the 2019 novel coronavirus (2019-nCoV) and its associated disease (COVID-19). As we have seen over the course of the past weekend, there continues to be a significant rise in additional demand for respirators and other personal protective equipment needed by healthcare workers and government agencies.

3M has been committed to balanced distribution of 3M respirators that supports the public health and governmental response to COVID-19 and ensures product availability to our existing industrial and healthcare customers whose operations rely on our products. Given the rapidly changing dynamics, we are taking further actions to shift most of our respirator production output to supply healthcare and government/emergency response. The need to transition supply from industrial to healthcare is likely to continue for the duration of the emergency response being declared and implemented by governments in the U.S., Canada, and around the world.

Effective immediately, all 3M Filtering Facepiece Respirators (FFR) going through 3M Authorized Safety & Industrial Distributors will be released **only to support end-user customers operating within critical industrial infrastructure as specified by the U.S. Government.** All orders for these products will be processed via end-user dropship, ensuring that supply is delivered to its intended destination, as quickly as possible. Please work with your 3M Authorized Distributor to ensure shipping and contact information is accurate.

The following provides an overview of the current situation and 3M's efforts to support our valued industrial end-user customers during this time.

- Since the initial COVID-19 outbreak, we've ramped up to maximum production levels of N95 respirators and doubled our global output to a rate of more than 1.1 billion respirators per year, or nearly 100 million per month.
- As the cases of COVID-19 accelerate across the United States and Canada, 3M is receiving an increasing number of requests for large-volume respirator supply to support the healthcare industry and national preparedness efforts.
- In response, 3M is working with the U.S. government and other governments around the world to help address the need of getting respirators to the organizations and individuals that will have the greatest impact on addressing this public health emergency.
  - In the U.S., this is specific to the following disposable respirator models: 8210, 8210Plus, 8200, 8110S, 8511, 9105, 9105S, 9210+, and 9211+.
- This increasing healthcare and national preparedness demand will further reduce our ability to fully supply our base industrial business until the public health needs start to wane. 3M Authorized Safety & Industrial Distributors placing orders for 3M Filtering Facepiece Respirators will have those orders filled only to the extent needed to service

end-users in critical infrastructure, which includes industries such as energy, food and pharmaceutical manufacturing – but which excludes healthcare, first responders, and government, which will be serviced through other channels. For guidance on what constitutes a critical infrastructure end-user, please refer to the Memorandum on Identification of Essential Critical Infrastructure Workers During COVID-19 Response published by the U.S. Department of Homeland Security, Cybersecurity & Infrastructure Security Agency (CISA) on March 19, 2020, and available [here](#). (last visited March 22, 2020).

- We will continue to prioritize and action respirator fulfillment on a case-by-case basis. As a result, order status will fluctuate based on supply. Due to the combination of increased demand by critical infrastructure and limited supply, we may not be in a position to fulfill all orders for some time.
- With regard to requests for priority treatment of orders, currently, the only orders for 3M respirators that we can accept as rated orders under the Federal Priorities and Allocations System (FPAS) are orders issued by the U.S. Department of Health & Human Services (HHS) with a “DO-HR” or “DX-HR” rating. To our knowledge, no Federal agency other than HHS has been delegated authority under the Defense Production Act of 1950 (DPA) to issue priority rated orders for health and medical services such as respirators. This was confirmed in an Executive Order issued by the President on March 18, 2020. Companies who operate within the “essential critical infrastructure workforce” identified in the CISA guidance memorandum referenced above do not have independent legal authority to issue FPAS-rated orders. If you receive a valid FPAS-rated order or contract from a customer, please inform us so that we may take steps to process FPAS-rated orders placed by you under such order or contract in accordance with applicable laws and regulations implementing the DPA.
- Additionally, we kindly ask that you work with your 3M Authorized Distributor on your anticipated consumption levels of 3M respiratory protection products in the near term. If your operations are slowing down, we ask that you consider returning any unopened 3M respirators, or consider donating them to hospitals and first responders that may need additional N95 Filtering Facepiece Respirators.
- For certain industrial applications, alternative respiratory protection products may be suitable. Our Application Engineering team (available via the 3M Technical Helpline at 1-800-243-4630) can assist you in your evaluation of such alternatives.
- For more information regarding Respiratory Protection topics in the workplace please click on link below:  
<https://multimedia.3m.com/mws/media/1792539O/respiratory-protection-faq-workplace.pdf>

3M is in daily contact with our customers and we remain committed to open and honest communications during this rapidly changing situation. If you have questions, please contact your assigned 3M representative.

Thank you for your support.

Regards,

**Jason Grouette**  
Area Director - USA & Canada

3M Personal Safety Division



To: 3M Valued Customers in the US  
Subject: 3M Product Availability Update re: 2019 Novel Coronavirus  
Date: January 23, 2020

Dear Valued Customer,

3M is seeing an increased demand for respiratory protection products following the outbreak of a newly identified coronavirus (2019 novel Coronavirus, 2019-nCoV). 3M is a leader in personal protective equipment for public health and healthcare professionals and individuals. In response, 3M is increasing respirator production to help meet demand, and working with distributors to help ensure they have inventory to meet end-user demand. 3M is committed to supporting the public health and governmental response to the Coronavirus while maintaining supply to existing customers.

As of the date of this letter, the World Health Organization (WHO) has recommended that healthcare workers who might be exposed to patients suspected to be infected with the Coronavirus wear personal protective equipment, including respirators, in certain situations. The U.S. Centers for Disease Control and Prevention (CDC) has recommended that potentially exposed healthcare workers follow standard, contact, and airborne precautions and use eye protection (goggles or face shield).

To help assure product availability to our established customers through their regular purchasing channels, 3M has implemented special controls on our order fulfillment system for the respirators that are in highest demand. Large orders are likely to require additional time for fulfillment due to increased global demand. During this period, order status may fluctuate. Customers should work with their 3M Distributor Partner and 3M Key Account Management Team or local sales representative regarding product availability and lead times.

This is an evolving situation, and it is recommended that all concerned consult the [WHO](#) and [CDC](#)'s websites frequently for the most updated information regarding this situation. We will continue to rely on governmental agencies to guide recommendations for products relating to the 2019-nCoV Coronavirus. Please work with your 3M Key Account Management Team or local sales representative for assistance. As this situation evolves, we continue to provide updates as appropriate.

#### Resources and Tools:

Below are some tools available to 3M authorized distributors that can be shared with customers during this time.

- [Technical Data Bulletin](#): 2019 Novel Coronavirus Outbreak
- [Technical Data Bulletin](#): Respiratory Protection for Airborne Exposures to Biohazards
- [Technical Data Bulletin](#): Pandemic Influenza Preparedness Planning: Practical Considerations for Respirator Use in a Health Care Setting
- [FAQ](#): 3M Filtering Facepiece/Disposable Respirator Storage Conditions and Shelf Life
- [Blog](#): N95 Stockpile Best Practices and Disposal Assistance from 3M
- 3M Tech Service hotline: 800-243-4630
- [3M PPE Rep Finder](#)

Best Regards,

Jason Grouette  
Director - USA & Canada  
Personal Safety Division

Michael DelVacchiao  
Vice President – USA and Canada  
3M Medical Solutions Divisions