

**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