



## 3M Respirator Availability Update re: 2019 Novel Coronavirus and COVID-19

March 26, 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, n/k/a SARS-CoV-2) and its associated disease (COVID-19). As we have seen over the course of this past week, there continues to be a significant rise in additional demand for respirators and other personal protective equipment needed by healthcare workers and government agencies.

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.

We know that our respiratory protection products are used by workers in a vast array of industrial, healthcare, and government applications. 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 Canadian Government – excluding healthcare, hospitals, first responders, and government, which will be serviced through other channels.

The following provides an overview of the current situation:

- 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 Canadian 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.
- The 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.

- For certain industrial applications, alternative respiratory protection products may be suitable. Our Application Engineering team (available via the 3M Technical Helpline at 1-800-267-4414) can assist you in your evaluation of such alternatives.

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

Regards,

Tim Brown  
Country Business Group Leader  
3M Safety & Industrial Business Group