

To: 3M Industrial Customers in the U.S. and Canada
Subject: 3M Respirator Availability Update re: 2019 Novel Coronavirus and COVID-19
Date: March 19, 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 week, governments and companies have been forced to take much more aggressive measures to try and curb the spread of the coronavirus. These new measures in conjunction with increasing numbers of confirmed COVID-19 cases are resulting in a significant rise in additional demand for respirators by healthcare customers 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. Unfortunately, with the evolving situation, more of our production capacity must now be dedicated to supplying healthcare and government/emergency response. The need to shift supply will likely continue for the duration of the emergency response being declared and implemented by governments in the U.S., Canada, and around the world.

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

- 3M continues to maximize production at our manufacturing facilities in the U.S. and around the world for all N95 or greater disposable respirators and reusable and powered and supplied air respirators.
- 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 includes a specific focus on the following disposable respirator models: 8210, 8200, 8110S, 8511, 9105, 9105S, 9210+, and 9211+.
- This increasing healthcare and national preparedness demand will reduce our ability to fully supply our base industrial business until the public health needs start to wane. As a result, order availability for industrial end-user customers will be reduced and will fluctuate based on supply. We ask that you continue to engage with your chosen 3M authorized distributor on your respiratory needs.
- For certain industrial applications, it may be possible to temporarily reduce the need for, and use of, respirators by adopting alternate approaches to work and different engineering or administrative controls. Alternately, while limited in availability also, alternative respiratory protection products may be suitable for certain applications. 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