



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

Monday March 23, 2020

Dear Valued 3M Channel Partner,

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 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.

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 U.S. Government – excluding healthcare, hospitals, first responders, and government, which will be serviced through other channels.** 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. Until further notice, no FFR orders will be shipped to Authorized Distributor warehouses or hubs, or to any other location that is not in scope.

Additionally, we kindly ask that you work with your end-user customers to understand their anticipated consumption levels of 3M respiratory protection products in the near term. If their operations are slowing down, or they are not in critical infrastructure, we ask that they work with you to either return any unopened 3M respirators, or consider donating them to hospitals and first responders that may need additional N95 Filtering Facepiece Respirators.

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 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+.
- 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 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 on March 19, 2020, and available [here](#). (last visited March 22, 2020).
- With the further shift in supply from industrial to healthcare, we are revising our policy on order cancellation for 3M respiratory protection products. 3M Authorized Distributors will have until April 1, 2020, to cancel any pending orders for the following 3M respiratory protection products: Filtering Facepiece Respirators, Reusable Respirators, and Powered & Supplied Air Respirators. All orders for such products that remain pending in the 3M ordering system on April 1, 2020, as well as those placed after that date, will be non-cancelable and will be fulfilled as product becomes available.
- 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.
- 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.

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.

Thank you for all your work helping to deliver 3M personal protective equipment and medical solutions products to those who need them.

Regards,

**Chris Dujovski**  
U.S. & Canada – Channel Manager  
3M Safety & Industrial Business Group

**Larry Lynott**  
Area Director – Channel  
3M Safety & Industrial Business Group