

3M Personal Safety Division  
3M Center, Building 235-2-B-70  
St. Paul, MN, 55144-1000



To: 3M Authorized Channel Partners in United States  
Subject: 3M Product Availability Update re: 2019 Novel Coronavirus  
Date: January 29, 2020

Dear Valued 3M Channel Partner,

As previously communicated, 3M is seeing very high demand for respiratory protection products due to the outbreak of a newly identified novel coronavirus (2019-nCoV). In response, 3M is increasing respirator production and is working with 3M authorized channel partners to help ensure they have inventory to meet end-user demand. We remain committed to the balanced distribution of product so that your domestic industrial customers can receive the 3M respiratory protection products they have chosen to rely on to help facilitate their day-to-day operations.

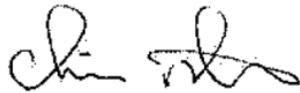
To help ensure 3M PPE product availability to our established customers through their regular purchasing channels, 3M has implemented special controls on our order fulfillment system for the respirators that are in highest demand. These controls manage order fulfillment based on recent purchase history and are intended to help promote broad product availability across all 3M authorized distribution channels.

Large orders will require additional time for fulfillment due to high global demand. These orders will be prioritized and actioned on a case-by-case basis. During this period, order status may fluctuate. 3M is prioritizing global supply of critical respirators needed to help respond to the novel coronavirus to where the need is greatest. As a result, surge supply in United States will be limited at this time.

3M encourages all channel partners to carefully manage inventory levels to ensure normal demand can be met. Each business is different, but you may consider limiting eCommerce orders to current (existing) customers or implementing order holds for large volume orders for your own evaluation and prioritization process.

3M will continue to take a strategic and thoughtful approach to how orders are prioritized and released. Standard demand planning remains a critical priority for 3M and 3M authorized channel partners, as local industrial operations continue to depend on 3M respirators to help protect workers.

Regards,

A handwritten signature in black ink, appearing to read "Chris Dujovski". The signature is fluid and cursive, with the first name "Chris" being more prominent than the last name "Dujovski".

Chris Dujovski  
National Channel Manager  
3M Personal Safety Division  
St. Paul, MN 55144-1000