



To: 3M Authorized Channel Partners in the U.S. & Canada
Subject: 3M Respirator Availability Update re: 2019 Novel Coronavirus
Date: March 2, 2020

Dear Valued 3M Channel Partner,

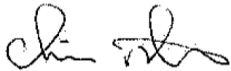
This letter supplements our prior communications regarding the very high demand for 3M respirators resulting from the 2019 novel coronavirus (2019-nCoV) and its associated disease (COVID-19).

- Demand continues to significantly exceed supply for multiple 3M products, including all N95 or greater disposable respirators and many reusable and powered and supplied air respirators.
- 3M continues to maximize production at its manufacturing facilities in the U.S. and around the world for all types of N95 or greater respirators.
- As the reported cases of COVID-19 increase outside of China, 3M is getting an increasing number of requests for large-volume respirator supply to support 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.
- 3M is preparing to respond to the U.S. administration's request for a proposal for respirators. For additional information regarding this request from the U.S. government, contact the Office of the Vice President.
- 3M is still committed to balanced distribution of 3M products that both 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.
- We will continue to prioritize and action respirator orders on a case-by-case basis. As a result, order status may fluctuate, and surge supply will be limited at this time.
- 3M is still assessing the impact of the increasing national preparedness requests on the ability to supply our base industrial and healthcare customers. We will communicate with you again as we have more information.
- For certain applications, alternative respiratory protection products may be suitable. Our Application Engineering team 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 communications 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,

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

Chris Dujovski
Channel Manager
3M Safety & Industrial Business Group
St. Paul, MN 55144-1000