



To: 3M Authorized Channel Partners in the U.S.  
Subject: 3M Product Availability and Ordering Update re: 2019 Novel Coronavirus  
Date: February 3, 2020

Dear Valued 3M Channel Partner,

This letter supplements our prior communications regarding the very high demand for 3M products resulting from the novel coronavirus (2019-nCoV) outbreak. This demand extends across multiple 3M personal protective equipment and medical solutions products.

As we communicated previously, 3M is responding in multiple ways. We have increased production and are working with 3M customers, government agencies, and medical facilities to help meet end-user demand. We have also implemented additional controls on our order fulfillment system that are intended to help promote broad product availability across all 3M authorized distribution channels. And we remain committed to balanced distribution of 3M products that both supports the public health and governmental response to the Coronavirus and ensures product availability to our existing industrial and healthcare customers whose operations rely on our products.

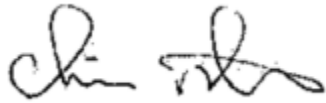
With regard to orders for 3M products that are currently subject to high global demand as a result of the Coronavirus outbreak, we want to highlight the following important points:

- Large orders will require additional time for fulfillment and are being prioritized and actioned on a case-by-case basis. As a result, order status may fluctuate, and surge supply will be limited at this time.
- Orders for products affected by x-factor events such as the Coronavirus outbreak CANNOT be returned once shipped and billed. A list of these products is being provided with this letter and will be updated as needed. Please note this as you place orders.
- Effective Friday, February 7, 2020, orders for products affected by x-factor events such as Coronavirus outbreak CANNOT be canceled. A list of these products is being provided with this letter and will be updated as needed. If you wish to cancel an existing order for one or more of these products, then you must do so by calling Customer Service before end of day Thursday, February 6, 2020. Please note this as you place and manage orders.

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 "Chris" being more prominent than the last name "Dujovski".

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

**Protective Apparel Products**

<b>3M ID</b>	<b>Description</b>	<b>3M ID</b>	<b>Description</b>
7000089663	4510 CVERALL WHITE TYPE 5/6 SIZE L 20/CS	7100198241	4545 COVERALL WHITE T5/6 SIZE L 20/CS
7000089662	4510 CVERALL WHITE TYPE 5/6 SIZE M 20/CS	7100198129	4545 COVERALL WHITE T5/6 SIZE M 20/CS
7000089664	4510 CVERALL WHITE TYPE 5/6 SZE XL 20/CS	7100198131	4545 COVERALL WHITE T5/6 SIZE XL 20/CS
7000089666	4510 CVERALL WHTTE TYPE 5/6 3XL 20/CS	7000089875	4545 CVERALL WHITE TYP 5/6 SZE XL 20/C R
7000089667	4510 CVERALL WHTTE TYPE 5/6 SZE 4XL 20/CS	7000089874	4545 CVERALL WHTTE TYPE 5/6 SZE L 20/CS R
7000089665	4510 CVERALL WHTTE TYPE 5/6 SZE XXL 20/CS	7000089877	4545 CVRALL WHTTE TYP 5/6 SIZ 3XL 20/CS R
7000109032	4510-3XL PROTECT CVRALL SAFE WORK 25/C	7000141115	4565 COV WHITE+RED 4/5/6 4XL 25/CS R
7000109033	4510-4XL PROT CVRALL SAFE WRK WEAR 25/C	7000109050	4565-3XL CHEM PROT CVRLL S WRK WR 25/C
7000088926	4510CS BLK CVRALL WHTTE TYP 5/6 XL 25/C R	7000109047	4565-L CHEMP CVRLL SAFETYWRK WR 25/C
7000088922	4510CS BLK CVRALL WHTTE TYP5/6 3XL 25/C R	7000109046	4565-M CHEMPRO CVRALL SAFETY WRK WR 25/C
7000088923	4510CS BLK CVRALL WHTTE TYP5/6 4XL 25/C R	7000109048	4565-XL CHEMP CVRLL SAFETYWRK WR 25/C
7000088927	4510CS BLK CVRALL WHTTE TYP5/6 XXL 25/CR	7000109049	4565-XXL CHEM PROT CVRLL S WRK WR 25/C
7000088924	4510CS BLK CVRL WHT TYP 5/6 SZE L 25/C R	7000089689	4570 CVERALL GRY TYP 3/4/5/6 SZE L 12/CS
7100112827	4510CS-BLK-M Prtct Cvrll Sfty Wk Wr 25/C	7000089688	4570 CVERALL GRY TYP 3/4/5/6 SZE M 12/CS
7000109029	4510-L PROTECT CVRALL SAFE WRK WEAR 25/C	7000089690	4570 CVERALL GRY TYP 3/4/5/6 SZE XL 12/C
7000109028	4510-M PROTECT CVRALL SAFE WRK WEAR 25/C	7000089692	4570 CVRALL GRY TYP 3/4/5/6 SZE 3XL 12/C
7000109030	4510-XL PROT CVRALL SAFE WORK WEAR 25/C	7000089693	4570 CVRALL GRY TYP 3/4/5/6 SZE 4XL 12/C
7000109031	4510-XXL PROT CVRALL SAFE WRK WEAR 25/C	7000089691	4570 CVRALL GRY TYP 3/4/5/6 SZE XXL 12/C
7100198132	4545 COVERALL WHITE T5/6 SIZE 2XL 20/CS	7000089891	4570 CVRL GRY TYP 3/4/5/6 SZE 3XL 12/C R
7100196882	4545 COVERALL WHITE T5/6 SIZE 3XL 20/CS	7000089892	4570 CVRL GRY TYP 3/4/5/6 SZE 4XL 12/C R
7100198130	4545 COVERALL WHITE T5/6 SIZE 4XL 20/CS	7000089887	4570 TYPE 3/4/5/6 SIZE M 12/CS R

**Protective Eyewear Products**

<b>3M ID</b>	<b>Product Description</b>	<b>3M ID</b>	<b>Product Description</b>
7000002377	40305-00000-10 454AF CENTURION SPLASH	7000032480	2890 Goggle PC CLEAR AS/AF (10/case)
7010301931	40313-00000 454AF CENT SPLSH CLR AF LNS	7000032481	2890A GOGGLE ACETATE AF(10/case)
7100079187	GG501SGAF GOGGLE GEAR CLR A/F LNS, 10/CS	7000061924	2890S GOGGLE SEALED PC AS/AF (10/case)
7000052836	40660-00000-10 334 GOGGLE CHEMICAL 10/C	7000032483	2890SA GOGGLE SEALED ACETATE AF(10/case)
7100191925	GG6001SGAF-GRN, CLEAR SGAF 10/CS	7100146292	2891-SGAF EU GOGGLE PC SGAF 10/cs
7100191924	GG6001SGAF-BLK, CLEAR SGAF 10/CS	7100146291	2891S-SGAF EU GOGGLE PC SGAF 10/cs
7100191926	GG6001SGAF-RED, CLEAR SGAF 10/CS	7000062914	71347-00011M 4800 GOGGLE PC 200/c
7000127565	40304-00000-10 454 CENTURION LENS 10/C	7000062915	71347-00014M 4800 GOGGLE PC AF 200/cs
7010302104	GG2891S-SGAF GOGGLE SEALD CLR SGAF 10/CS	7000062781	71360-00011M FAHRENHEIT PC AS/AF 10/CS
7100112956	GG501NSGAF GOGGLEGEAR CLRAFLNS NEO 10/CS	7000062782	71360-00012M FAHRENHEIT PC AS (10/CASE)
7010045730	16645 LEX SPL GGL LG CLR DX 10/CS	7000062784	71360-00014M FAHR GOGG W/FOAM PC ASAF 10
7100191929	GG6001AF-GRY, CLEAR AS/AF 10/CS	7100010410	71360-00015M goggle Fahrenheit. Acetate.
7100191928	GG6001NSGAF-BLU, CLEAR SGAF 10/CS	7100185183	GG501NSGAF-BLU, neoprene HB, Clear SGAF
7100191930	GG6002SGAF-BLK, GRAY SGAF 10/CS	7100074368	GG501SGAF Goggle PC clear SGAF 10/case
7000030008	40658-0000010 MODULR GOGGLE AF 10/CS	7100216191	GG6001NSGAF-BLU EU, Clear SGAF 10/cs
7010386529	GG2891-SGAF GOGGLE VENT CLR SGAF 10/CS	7100216582	GG6001SGAF-BLK EU, Clear SGAF 10/cs
7010386491	GG2892-SGAF GOGGLE VENT GRAY SGAF 10/CS	7100216617	GG6001SGAF-GRN EU, Clear SGAF 10/cs
7010045731	16644 LEXA SPL GGL MED CLR DX 10/CS	7100216192	GG6001SGAF-RED EU, Clear SGAF 10/cs
7000002378	40661-00000-10 334AF GOGGLE CHEMICAL SPL		

**Respiratory Products**

<b>3M ID</b>	<b>Description</b>	<b>3M ID</b>	<b>Description</b>
7100132742	8210 N95 PARTICULATE RSPRTR 20/BX 8BX/CS	7000002100	8516 N95 PARTICULATE RESPIRATOR 80/CASE
7000002005	1860 HEALTH CARE N95 MASK, 20EACH/BOX 6	7000002061	8576 P95 RESP W/NUISANCE ACID GAS RELIEF
7000002007	1860S HEALTH CARE RESPIRATOR N95 120EA	7000002062	8577 P95 RESP W/NUISANCE OV RELIEF 80/CS
7000088713	1870+ HEALTH CARE PART RESP. 120/CASE	7010385048	VP8110S RESPIRATOR, N95 2/PK 32 PKS/CS
7000002056	8511 N95 RESP W/O FACESEAL 80/CS	7000148537	VP8210 RESPIRATOR, N95 2/PK 32 PKS/CS
7100110432	9211+ FLAT-FOLD RESPIRATOR N95 120/CS	7100175506	VP8210Plus Resp, N95 2/pk 32 pks/cs
7100110559	9210+ FLAT-FOLD RESPIRATOR N95 240/CS	7010342421	VP8210V RESPIRATOR, N95 2/PK 32 PKS/CS
7000052787	8200/07023(AAD) PARTICULATE RESP 160/C	7010385072	VP8211 RESPIRATOR, N95 2/PK 32 PKS/CS
7000002462	8210V N95 PARTICULATE RESPIRATOR	7010385046	VP8212 RESPIRATOR, N95 1/PK 32 PKS/CS
7000002055	8293 P100 RESPIRATOR 1EA/BG 20BG/CS	7010385899	VP8214 RESPIRATOR, N95 1/PK 32 PKS/CS
7000126162	07048 N95 PRTCLT RSPRTR 8210+ 20/B 8B/C	7010316597	VP8240 RESPIRATOR, R95 2/PK 32 PKS/CS
7000126242	07185 N-95 RSPRTR (8511) 10/BX 8BX/CS	7010415767	VP8246 RESPIRATOR, R95 1/PK 32 PKS/CS
7100145153	1804 VFlex HC Resp, Surg Mask, N95	7010385049	VP8247 RESPIRATOR, R95 1/PK 32 PKS/CS
7100145154	1804S VFlex HC Resp,Surg Mask,N95,Sm	7010342242	VP8271 RESPIRATOR, P95 2/PK 32 PKS/CS
7000052065	8110S SMALL N95 RESPIRATOR 160/CASE	7000148538	VP8511 RESPIRATOR, N95 2/PK 32 PKS/CS
7000002176	8210PLUS PARTICULATE RESPIRATOR, N95 20	7010413747	VP8512 RESPIRATOR, N95 1/PK 32 PKS/CS
7000002390	9105 PARTICULATE RESPIRATOR, N95, 400/C	7010342420	VP8514 RESPIRATOR, N95 1/PK 32 PKS/CS
7000030028	9105S RESP N95, SM 50/BX 8 BX/CS 400/CS	7010293195	VP8515 RESPIRATOR, N95 2/PK 32 PKS/CS
7010340459	8210PLUSPRO PARTICULATE RSPRTR N95 80/CS	7010301955	VP8516 RESPIRATOR, N95 1/PK 32 PKS/CS
7000029720	8211 N95 PARTICULATE RESP 80/cs	7010385047	VP8576 RESPIRATOR, P95 1/PK 32 PKS/CS
7000002027	8212 N95 WELDING RESP 80/CS	7100073956	VP8577 Respirator, P95 1/pk 32 pks/cs
7000002083	8214 N95 PARTICULATE RESP.W/OV,80EA	7000126243	07186 R-95 UNDRCT RSPRT 8247 20/BX 6BX/C
7000002028	8233 N100 RESPIATOR 20/CS	7000126244	07187 N-95 WLDG RSPRTR 8214 10/BOX 8BX/C
7000126306	8240 R95 RESPIRATOR 120/CASE	7000002179	8000 P1 PARTICLE RESPIRATOR INT'L 240/
7000002059	8246 R95 PRTCLT RESP W/NUISANCE AG 120EA	7010301707	8210 N95 PART RSPRTR SPAN 20/BX 8BX/CS
7000002060	8247 R95 RESP W/NUISANCE OV REF 120/CS	7000002229	8210 N95 PARTICULATE RESPIRATOR INTL
7000002047	8271 P95 PARTICULATE RESP 80/CS	7000034734	8710E RESP MULTI type FFP1 NR D, 240/CAS
7010384000	8511PRO PARTICULATE RESPIRATOR N95 40/CS	7100010813	8833 PRTCLT RSPRTR, type FFP3,LNG GR
7000002097	8512 N95 WELDING RESP 80/CS	7100004175	9322+AURA PARTIC RESP 120CASE LNG GRP A
7000002098	8514 N95 WELDING RESP W/NUISANCE ODOR	7000034715	9332+ AURA RESP type FFP3 NR D LNG GRP A
7000002112	8515/07189(AAD) N95 PARTICULATE WELDING	7000030030	9925 WELDING RESPIR type FFP2 NR D