



March 19, 2020

Dear Valued Customer,

The COVID-19 pandemic has had a direct impact on our typical inventory levels of certain products like respirators, masks and sanitizers. As this global health emergency progresses, 3M is dedicating its production capacity of respirators to healthcare, government and emergency response personnel. As a result of this, our stock has been almost fully depleted and may remain so for an indeterminate amount of time. We know this may create hardships for you, but the government has prioritized the supply to those who are on the front lines of this pandemic. We will continue to do everything possible to locate alternative products, but for now our options are limited. **Please read the full statement from 3M below.**

"As you may have seen in previous communication, 3M implemented its Global Emergency Response Team in early January when the first reports of COVID-19 were coming out of China. Since that point, 3M has roughly doubled the global output of N95 respirators across our manufacturing network - continuing to drive our long-standing strategy of "Area for Area" sourcing.

As you have seen over the last week from actions and directives at both the state and federal level - as well as with private companies, the US has entered a critical, new phase in the Pandemic Response.

As more cases of COVID-19 are identified in the U.S. and around the world, hospitals and government agencies are experiencing a significant rise in their need for respirators. Governments and companies have been strongly encouraged to take a more aggressive approach to help mitigate the spread of the coronavirus, which as we've seen includes the cancellation of sporting events, conferences, and many large social gatherings.

We are working with the U.S. government and other governments around the world to help address the need of getting 3M respirators to the organizations and individuals that will have the greatest impact on addressing this public health emergency. As a result, more of our production capacity must now be dedicated to supplying healthcare organizations and government/emergency response personnel. In the U.S., this is specific to the following disposable respirator models: **8210, 8200, 8110S, 8511, 9105, 9105S, 9210+, and 9211+**. This will necessarily reduce the volume of respirators supplied to industrial customers at this time and will require even more diligence in the prioritization of supply to accounts.

We continue to work closely with our distribution partners to prioritize and action respirator fulfillment in the best manner possible."

Please visit [www.HorizonSolutions.com/covid-19-response](http://www.HorizonSolutions.com/covid-19-response) to learn more about our plans and procedures, including the best ways to interact with us currently. We will continue to monitor the situation daily and communicate any changes in our approach on this webpage.

Sincerely,

A handwritten signature in black ink that reads "Jon Eames".

Jon Eames  
Vice President, Industrial Supply Division  
Horizon Solutions

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