

# Get the Facts.

When it comes to sales of 3M Respiratory Protection products, myths abound.

Here are the **facts** about 3M's selling practices for respirators.

**3M sells** its products primarily through official distributors

3M accepts purchase orders only from 3M official accounts. These consist of 3M authorized resellers and, to a lesser extent, end customers such as government and self-distributed healthcare systems.

**3M does not** require any documentation addressed to a 3M attorney

3M does not require letters of intent, and 3M attorneys are not generally involved in reviewing individual transaction documents or prioritizing purchase orders. If you are contacted by someone claiming to be a 3M attorney in connection with a proposed transaction, be skeptical.

**3M does not** require letters of intent, proof of funds, payment in escrow, or any other up-front payments from end customers

3M collects payment only from 3M's direct customers, not from those purchasing from 3M official distributors. Distributors may have their own policies, but those are not 3M's policies.

**3M recommends** our customers to purchase from official distributors only

3M expects 3M Official Distributors to engage directly with customers and not to work through brokers or other agents.

**3M does not** manufacture through "franchise" or other non-3M production facilities, or offer "spot production" orders

3M produces its respiratory protection products in 3M factories. There are no other factories making 3M respirators. There are no secondary or tertiary lines of production beyond 3M's factories.

**If an offer involves any of these items, it may well be fraudulent.**

Report a potential counterfeit product at [3M.com/Verify](https://www.3m.com/Verify).