

December 7, 2020

Dear Valued 3M Distributor,

3M remains committed to doing all that we can to assist in the fight against COVID-19.

In May, we reminded you of 3M's requirement that **3M Authorized Distributors source 3M respirators only from 3M or 3M Authorized Wholesalers here in the U.S.**, not from any other reseller or country. Customers rely on 3M Authorized Distributors to provide authentic 3M respirators. This requirement is intended to help protect customers by ensuring that 3M respirators sold by 3M Authorized Distributors are in fact authentic and meet 3M's exacting quality standards.

This requirement is now more important than ever. 3M has recently seen an uptick in counterfeiting of 3M N95 respirators that are sold outside of 3M's authorized network. Since the pandemic began, 3M has worked with customs and law enforcement agencies around the world to seize more than 5 million counterfeit respirators. 3M has also engaged with law enforcement agencies globally to fight counterfeiting in more than 1,200 raids.

3M reserves the right to take immediate action, up to and including termination, against any 3M Authorized Distributor found in violation of this policy. 3M may similarly take immediate action based on any violation of 3M's other policies on the resale of 3M respirators in the context of this global pandemic:

- **Price gouging and fraud.** 3M Authorized Distributors absolutely must not engage in price gouging. 3M does not – and will not – tolerate price gouging, fraud, deception, or other activities that unlawfully exploit the demand for critical 3M products during the pandemic. We continue to act on reports of price gouging related to 3M respirators. This activity is unethical, illegal, and inconsistent with 3M values.
- **Avoiding brokers and other third parties.** We require 3M Authorized Distributors to engage directly with customers and not to work through brokers, agents, or other resellers.
- **Representing the 3M brand.** As always, we require that 3M Authorized Distributors be good stewards of the 3M brand and, accordingly, comply with all applicable laws and not engage in any activity that reflects poorly on their own brand or that of 3M.

For more information about 3M's COVID-19-related enforcement activities with respect to counterfeiting, price gouging, and fraud, please visit 3M's website at www.3m.com/covidfraud. Thank you for your partnership in combatting fraudulent activity in connection with 3M products and the COVID-19 pandemic.

Regards,

Larry Lynott | Director, Industrial Channel
United States & Canada, 3M Safety & Industrial Business Group