

March 10, 2021

Dear Valued 3M Distributor,

This communication was first made available to 3M's Authorized Distributors on December 7, 2020. Since then, counterfeiting of 3M respirators has continued to increase.

Please carefully review this communication. 3M has taken and will continue to take action against 3M Authorized Distributors who acquire or resell counterfeit 3M respirators in violation of this critical policy. **If you have 3M-branded N95 respirators that you acquired from any source other than 3M or a 3M Authorized Wholesaler here in Canada, please immediately contact your 3M sales representative or 3M's fraud hotline at 1-800-426-8688 or [3m.com/covidfraud](https://www.3m.com/covidfraud).**

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

In May 2020, we reminded you of 3M's requirement that **3M Authorized Distributors source 3M respirators only from 3M or 3M Authorized Wholesalers here in Canada**, 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 our customers by ensuring that 3M respirators sold by 3M Authorized Distributors are in fact authentic and meet our exacting quality standards.

This requirement is now more important than ever. We have recently seen an uptick in counterfeiting of 3M N95 respirators that are sold outside of our authorized network. Since the pandemic began, 3M has worked with customs and law enforcement agencies around the world to seize more than 30 million counterfeit respirators. We have also engaged with law enforcement agencies globally to fight counterfeiting in more than 1,270 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 our 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](http://www.3m.com/covidfraud).

Thank you for your partnership in combatting fraudulent activity in connection with 3M products and the COVID-19 pandemic.

Regards,

A handwritten signature in black ink, appearing to read 'Tim B.', with a long horizontal flourish extending to the right.

Tim A. Brown  
Vice President, Safety and Industrial Business Group  
3M Canada