

# 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 N95 respirators.

**3M does not** allow 3M authorized distributors to work through brokers

3M expects 3M authorized distributors to engage directly with customers and not to work through brokers, agents, or other third parties.

**3M does not** sell directly to unauthorized resellers

3M accepts purchase orders only from 3M authorized 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 authorized distributors. Distributors may have their own policies, but those are not 3M's policies.

**3M does not** offer spot pricing or announce advance price increases during the ongoing pandemic

3M has not increased, and will not increase, its prices for respiratory protection products as a result of the COVID-19 pandemic.

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

3M produces its disposable respirators in 3M factories. There are no other factories making 3M respirators. There are no secondary or tertiary lines of production beyond 3M's factories. Our respirator production is all sold through government or our authorized distribution channels.

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

Contact the 3M Fraud Hotline at 1 (800) 426-8688 or on the web at [go.3M.com/covidfraud](https://go.3M.com/covidfraud).