



May 2019

Re: 3M Industrial/Occupational Use Only Products

Dear Valued 3M Customer,

We are providing this letter in response to your purchasing and/or reselling 3M products that are for industrial/occupational use only. These products are subject to certain resale and use restrictions, including those highlighted below. Due to the nature of these products, and 3M's commitment to meeting all applicable legal and regulatory obligations, we require that our partners manage the resale and use of such products appropriately.

Industrial/Occupational Use Only Products

As you know, 3M manufactures a wide variety of products. Many of these are industrial and occupational products that are not intended for consumers.

Specifically, 3M industrial and occupational products are intended, labeled, and packaged for sale to trained industrial and occupational customers for workplace use, such as for employers operating under a U.S. OSHA worker safety program. Unless specifically stated otherwise on the applicable product packaging or literature, these 3M products are not intended, labeled, or packaged for sale to or use by consumers (e.g., for home, personal, primary or secondary school, recreational/sporting, or other uses not described in the applicable product packaging or literature). These products must be selected and used in compliance with applicable health and safety regulations and standards (e.g., U.S. OSHA, ANSI), as well as all product literature, user instructions, warnings, and limitations. Misuse of 3M industrial and occupational products may result in injury, sickness, or death.

Customer Acknowledgment and Commitment

If you purchase and/or resell 3M products that are for industrial/occupational use only, we require that you acknowledge and commit as follows:

- You acknowledge that 3M industrial and occupational products are not intended, labeled, or packaged for sale to or use by consumers;
- You commit to take all reasonable business efforts to ensure such products are not sold to consumers; and
- You are responsible to take all reasonable business efforts to ensure the appropriate resale and/or use of the 3M products you purchase.



While you will determine the best method by which to accomplish this requirement, we expect you to communicate this information effectively to customers, including through the use of appropriate customer vetting and disclaimers, such as the following:

- Dedicated product detail pages or storefronts, pop-up notices, checkbox affirmations, and/or other screening devices to ensure customers understand that these products are intended for industrial/occupational use only;
- Use of a short form intended use disclaimer on every page for 3M industrial/occupational products along the lines of:

For industrial/occupational use only. Not for consumer sale or use.

- Use of a long form intended use disclaimer on every page for 3M industrial/occupational products along the lines of:

Disclaimer: 3M industrial and occupational products are intended, labeled, and packaged for sale to trained industrial and occupational customers for workplace use. Unless specifically stated otherwise on the applicable product packaging or literature, these products are not intended, labeled, or packaged for sale to or use by consumers (e.g., for home, personal, primary or secondary school, recreational/sporting, or other uses not described in the applicable product packaging or literature), and must be selected and used in compliance with applicable health and safety regulations and standards (e.g., U.S. OSHA, ANSI), as well as all product literature, user instructions, warnings, and limitations. **Misuse of 3M industrial and occupational products may result in injury, sickness, or death.** For help with product selection and use, consult your on-site safety professional, industrial hygienist, or other subject matter expert. For additional product information, visit www.3M.com.

- Some combination of the above, or other appropriate means, to convey that the relevant 3M products are intended solely for industrial/occupational use.

Please note: product regulations are complex and this letter does not provide legal or regulatory advice. You should consult the applicable regulations, as well as appropriate regulatory authorities and legal counsel for regulatory and legal advice.

Questions concerning 3M products should be directed to your 3M Sales or Customer Service Representative.¹

Thank you for your attention to this matter. We appreciate your business.

3M Regulatory Team

¹ Additional information is available in a variety of locations and forms, including 3M.com, 3M Technical Data Sheets, 3M Safety Data Sheets, 3M Regulatory Data Sheets, and/or through 3M online product information portals such as bCom and at www.3M.com/regs.