

Lockington, Elliott (SPAC/PSPC)

From: Arif, Salman (FIN)
Sent: March 24, 2020 4:19 PM
To: Parmar, Dovejot (SPAC/PSPC)
Subject: FW: Supply of Surgical Masks from China

Their follow up email – they will submit through Buy and sell too.

From: Paul Austin-Menear <Paul@nanoleaf.me>
Sent: Tuesday, March 24, 2020 4:16 PM
To: TPSGC.PABPMEClient-APOSMEClient.PWGSC@tpsgc-pwgsc.gc.ca
Cc: Arif, Salman (FIN) <salman.arif@canada.ca>; Gimmy Chu <gimmy@nanoleaf.me>
Subject: Supply of Surgical Masks from China

Hi PSCS,

We've been speaking with Annie Cao at ISED and Minister Morneau's helpful staff, both who advised to submit to you as well.

We're in consumer electronics, and our China team has been working on sourcing masks and medical supplies from local manufacturers near us in Shenzhen. We can likely airfreight the goods here to support the needs at the front lines utilizing our existing supply chains (warehouses in Toronto and Vancouver). We have already brought in small volumes of this to provide to our team and friends/family but I feel that providing it to the front lines would be most critical. Tom Cumming in the Trade Commissioner's office in Guangdong is assisting our team in China.

Also just to be clear, we're not looking to take margin in this, we're just trying to see how we can be helpful as this is truly a crisis. There's a time to dig in and take earnings, this isn't it for us. I've attached some sample photos, a certification document, and a preliminary supply list of what we have access to in China. Please share my contact information and these details with anyone in your network who's in need. We're trying to bypass distributors and work directly with front line organizations to move things along as quickly as possible and cut costs as much as we can.

We're confident that our total supply availability is 2 million surgical masks. We're still looking for reliable sources of N95 masks, gowns, caps, face shields, and disposable nitrile gloves (gloves are the most promising, we hope to have a supply nailed down at the end of the week).

The supplier has indicated that the masks are sterile, individually packed, and are FDA approved (I assume there's equivalency with Health Canada rules). We should receive the certification documents this week and can provide them if you need them. We also plan to have a lab in Toronto double check the efficacy after we receive a small sample batch here.

In the meantime, we conducted some very basic tests in our office in Shenzhen to check for durability under high heat and integrity of the vapour barrier.

https://drive.google.com/drive/folders/1nRuqiTFOnU892PzQmhfPo_KoYmtLc_u?usp=sharing

In one video, our CTO boiled the mask for two minutes to check if the materials would withstand high temperatures needed for sterilization. In another video, he cupped water in the filter layer to check for leaks (no water leaks = no water droplet transmission was our thinking). The images in the folder are high powered microscope views of the fabric's construction. We were looking for symmetrical patterns in the weave and consistently sized adhesive spots to be confident of durability.

Stay safe, and all the best.
Paul

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Paul Austin-Meneer, B.A., C.S.M.
Director of Digital Strategy

The Nanoleaf Team

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