

Lockington, Elliott (SPAC/PSPC)

From: Freeman, Tyler (SPAC/PSPC)
Sent: April 2, 2020 2:49 PM
To: Taipalus, Madison (SPAC/PSPC)
Subject: FW: URGENT - COVID-19 PPE Procurement

Sending your way as West Desk. The persons phone number is a Vancouver area code according to google

From: wwhchung [mailto:[P](mailto:wwhchung@spac.pspc.ca)]
Sent: April 2, 2020 10:09 AM
To: Anand, Anita (SPAC/PSPC) <anita.anand@canada.ca>
Subject: URGENT - COVID-19 PPE Procurement

Hi Anita,

I saw that the Federal government is attempting to procure 60M N95 medical grade masks.

Myself along with a number of individuals have been working for the past few weeks procuring N95 alternatives for frontline health care workers. It is a **COMPLETELY VOLUNTARY** group, we are not interested in making anything out of this, and our only goal is to keep healthcare workers protected.

I have been in contact with people doing the same in California and Washington as well, working with hospitals and we have been information sharing.

There is a bunch of information I want to share with you so that you don't waste time running into dead ends.

1. Getting any significant volume of 3M N95 masks is impossible right now. The US has monopolized 3M N95 supply in North America
2. KN95 and FFP2 are good alternatives for frontline workers like intake nurses. We believe it's important to recognize this so we don't have to ration PPE for these individuals (right now N95's are not being used by these folks because there simply isn't enough supply)
3. KN95/FFP2 supply is in China. Navigating the Chinese ecosystem is tricky. What we've learned is:
 - Avoid stocked inventory. This is where fake goods are introduced as you cannot validate point of origin
 - Order direct from factory
 - Chinese factories require cash up front, as they're not stocking inventory
 - Chinese factory capacity is being increasingly difficult to procure, since there are many US sourced buyers locking in exclusives
 - Export restrictions have reduced the amount of available KN95/N95 from China
 - Many suppliers are promising goods right now but are unable to deliver due to the points above.

There's more information I'd like to share with you in the spirit of saving time. If you would like to chat, please feel free to reach out to me here or via phone at [P](tel:604-293-1111)

Wilkins Chung