

## PERSONAL PROTECTIVE EQUIPMENT RESPONSE TO CORONAVIRUS OUTBREAK

### CURRENT MARKET CONDITIONS

- In response to the Coronavirus outbreak in China, the global demand for various types of personal protective masks has risen exponentially.
- Production capacity at suppliers cannot keep pace with current demand
- China is the main producer and exporter of these masks.
- Production in China has been curtailed in response to the outbreak; further suppressing production capacity.
- Customers must re-think their supply chain for this type of equipment.
- Is China a reliable source for these items in a regional or global crisis?
- Current market conditions require a customer who can make immediate buying decisions and place a cash deposit to hold inventory.
- When large quantities of inventory come available, it is typically less than 2-3 business days before the entire inventory is sold.
- Pre-payment prior to shipment is critical in acquisition of inventory.
- Pricing fluctuates when large volumes are secured (i.e. mask type, demand, inventory location).

### HOW TO ACHIEVE SUCCESS

- Be prepared to make an ACH / wire transaction immediately to secure the current available inventory
- Obera will provide inspection documentation upon request
- Shipping cannot be calculated until we understand the quantity, destination as well as the shipping method (air or sea)
- As a global logistics provider, Obera can arrange shipping anywhere
- *We have secured production capacity at multiple manufacturers; consider a long-term capacity commitment for pricing discounts.*
- This is the best way to address supply chain risk.

**OBERA HAS DEVELOPED  
RELATIONSHIPS WITH MULTIPLE  
MANUFACTURERS TO ENSURE  
PRODUCT AVAILABILITY.**

### TRADITIONAL 3-PLY FACE MASK

- Available for immediate shipment globally.
- Current inventory on the east coast of USA.
- 50 masks per pack
- 750,000 weekly production capacity



### NIOSH N95 RESPIRATOR

#### 3M 9210+/37192 AURA™ SERIES PARTICULATE RESPIRATOR

The 3M™ Aura™ Series Particulate Respirator 9210+, N95 is a breakthrough in comfort and convenience. This three-panel, flat-fold disposable respirator with its innovative design helps provide comfortable, reliable worker protection against non oil-based particles.

- Available for immediate shipment globally.
- Part Number 9210+/37192
- 20 masks per box
- 12 boxes per case
- 1M+ unit order capacity



[https://www.3m.com/3M/en\\_US/company-us/all-3m-products/-/3M-Aura-Particulate-Respirator-9210-37192-N95-240-ea-Case/?N=5002385+3291508380&rt=rud](https://www.3m.com/3M/en_US/company-us/all-3m-products/-/3M-Aura-Particulate-Respirator-9210-37192-N95-240-ea-Case/?N=5002385+3291508380&rt=rud)



**WHILE SUPPLIES LAST  
MULTIPLE MASK TYPES IN INVENTORY**  
Letter of Intent & 25% Deposit Required

Minimum Quantities of  
10,000 Units Required

## NIOSH N95 RESPIRATOR READIMASK

The ReadiMask® Face Mask is the only adhesive sealing full face mask with anti-fog eye shield designed to conform to your face to provide protection against current and emerging particulate respiratory threats.

- Available for immediate shipment globally.
- Current inventory on the east coast of USA.
- Part Number N1901L
- 100 masks per case
- 60 cases per pallet (48" x 40" x 45")
- 240 pounds per pallet
- 500,000 - 750,000 weekly production capacity



The National Institute for Occupational Safety and Health (NIOSH) has reviewed your request accepted July 6, 2018. This request was for approval of the N1900 series of air-purifying filtering facepiece respirators (part numbers N1901L, N1901X, N1902L and N1902X) for protections against particulates at N95 filter efficiency level. The complete respirator configurations are detailed on assembly matrix, file name N1900AMc.xls, revision c, dated: 02/26/19

### TEST RESULTS AVAILABLE UPON REQUEST:

- Exhalation Resistance Test TEB-APR-STP-0003
- Inhalation Resistance Test TEB-APR-STP-0007
- Evaluation of Novel Head Harness CVB-63C-STP-0015
- Sodium Chloride (NaCl) N95 Test TEB-APR-STP-0059

## NIOSH N95 RESPIRATOR 3M 9105 VFLEX PARTICULATE RESPIRATOR

The 3M 9105 VFlex Particulate Respirator is an economical disposable N95 particulate respirator with a unique folded design with V-shaped pleats that flex with mouth movement for easier talking and expand for ease of breathing.

- Available for immediate shipment globally.
- 3M ID 70071563897
- 8 masks per box
- 400 masks per case
- 1M+ unit order capacity



[https://www.3m.com/3M/en\\_US/company-us/all-3m-products/-/3M-VFlex-Particulate-Respirator-9105-N95-400-EA-Case/?N=5002385+3294756852&rt=rud](https://www.3m.com/3M/en_US/company-us/all-3m-products/-/3M-VFlex-Particulate-Respirator-9105-N95-400-EA-Case/?N=5002385+3294756852&rt=rud)

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