



As your GPO partner, we want to keep you informed on the latest industry news that may potentially affect your operations. As everyone knows, the Coronavirus has had a tremendous impact on several industries, including N-95 ventilator masks. Intalere has been working with our mask suppliers to understand current impact and the implications it may have on our members.

Below, you will find information on our top mask suppliers and their product availability. Delays are now inevitable, and we are working diligently with our suppliers to alleviate the challenges the delays will impose.

We will continue to monitor mask availability and will let you know immediately as the situation changes. We thank you for your patience during this unprecedented time. More communications will follow as soon as we have more market information.

AMD-RitMed Update:

- For any earloop masks or masks with shields, AMD-RitMed is anticipating a 90-120-day delay.
- For N95 Masks, AMD-RitMed is taking specific orders with the intent that there will be a 120+ day lead time. There are some instances, on a case-by-case basis, that they will be able to fill your order if you are willing to work with them on shipping/freight, since this product will come from their France, or possibly China, factory.
- AMD-RitMed is currently supplying existing customers with their monthly usage based on historical volume.
- All new orders that are Coronavirus-related are to be paid in full, up front, with no returns or refunds.

How to order: Contact Scott Hall at shall@amdritmed.com or 760-487-5529 for guidance on product codes, pricing and lead times. AMD-RitMed will also accept POs emailed to Scott Hall for masks. The PO will then run through his team and offer approximate timelines at that point.

AliMed Update:

- AliMed is currently not filling orders for the N95 masks or other PPE items. They currently do not have stock and are anticipating it taking between 3-4 months before they are able to take and fill orders.

3M Update:

- 3M has decided to streamline the order fulfillment of N95 respirators. They are currently leveraging the expertise of their channel distributors, who will then fulfill orders for mutual customers.

Precept Medical:

- Precept Medical has no N95 masks available to Intalere members since no members have purchased N95 masks from Precept during the past 6 months. Precept Medical face masks and facial protection products are on allocation for all current Precept customers based on their previous 6-month historical sales history.
- Any requests above normal usage will have a quoted ship date and any users that have not purchased Precept Products in the past will be reviewed by Precept to determine if they are able to provide (gap fill) products. Precept is reviewing POs by item every morning and allocating as inventory allots.
- Precept has ramped up production including the addition of a 2nd shift at their manufacturing location, which is now running 24 hours per day to aid in maintaining inventory levels to ensure availability.

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