HOW TO PIVOT TO PRODUCE CRITICAL COVID-19 SUPPLIES

Are you a manufacturer who can pivot and retool to produce essential medical supplies or personal protective equipment during the COVID-19 pandemic? Here are things other manufacturers have shared for how they are determining what to make, who needs it, and how to transition.

Please note that these are intended as a helpful reference point and this is not legal advice. We still recommend consulting with your appropriate regulators and key stakeholders, including legal counsel, before deciding on how to best proceed with your company’s operations. These are simply “examples of what others are doing” not guidance from the MLC and NAM.

Please note that many of these products and supplies carry legal and regulatory considerations; check with the appropriate agencies and your legal counsel for guidance.

For more information on the developing COVID-19 situation, visit nam.org/coronavirus.

WHAT SUPPLIES ARE NEEDED
- Masks
- Face shields
- Ventilator components
- Respiratory vests
- Disposable bed covers for hospitals
- Safety suits
- Component materials for finished product fabricators
- Hand sanitizer
- Cleaning and disinfecting supplies

WHERE TO FIND DEMAND
- Governor’s office or state health agencies
- Your local hospitals, medical centers, and/or emergency response agencies
- Manufacturers Marketplace

WHAT EQUIPMENT TO RETOOL
- 3D printers
- Industrial sewing machines
- Injection molding machines
- Laser cutting equipment
- CNC machines

WHERE TO GET MATERIALS
- Bulk suppliers (may have large minimum quantities)
- Off the shelf
- Manufacturers Marketplace

WHAT ELSE YOU CAN DO
- Offer engineering ideas
- Provide design expertise
- Donate surplus PPE

If you need parts and materials for critical supplies during COVID-19 or you’re looking to connect with others who need what you provide, visit manufacturersmarketplace.us. This searchable database serves as part of the solution to connect manufacturers in the U.S. to help each other get what they need.

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