

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.

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



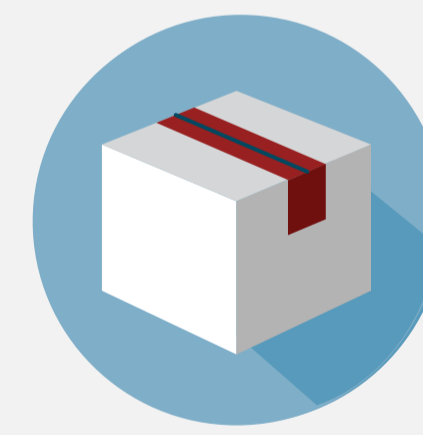
WHAT EQUIPMENT TO RETOOL

- 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.



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.

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.

