The TDSC “Why”

Started by dentists for dentists.

Creates an additional benefit to being a member of organized dentistry.

Produces significant savings for individual dentists.

*We made a promise not to supply gray (or black) market goods.*
What we are doing

• Placing maximum orders with contracted manufacturers
• Inventory is still trickling in
• Searching for new sources of PPE from FDA and CDC approved lists
  – ASTM Level 1-3 masks
  – N95 masks
  – KN95 masks
  – Face shields
  – Disposable lab coats
  – Water proof aprons
  – Infrared Thermometers
  – COVID test kits
  – Disinfecting agents
What we are doing

- Vetted 150+ leads to date
- Receiving 20 – 30 leads per day
- 10-point checklist as a starting point

1. Manufacturer name as it appears on the CDC website
2. Manufacturer #s for products
3. FDA registration letter
4. FDA product codes
5. FDA 510 K clearance letter, CE certification, EU approval letter
6. Samples of product
7. Pricing
8. Shipping info
9. Minimum order quantities
10. Payment info
How to tell a real vs. counterfeit mask

Example of the Correct Exterior Markings on a NIOSH-Approved Filtering Facepiece Respirator

Image sourced from CDC
How to tell a real vs. counterfeit mask

Signs that a respirator may be counterfeit:

- No markings at all on the filtering facepiece respirator
- No approval (TC) number on filtering facepiece respirator or headband
- No NIOSH markings
- NIOSH spelled incorrectly
- Presence of decorative fabric or other decorative add-ons (e.g., sequins)
- Claims for the of approval for children (NIOSH does not approve any type of respiratory protection for children)
- Filtering facepiece respirator has ear loops instead of headbands

Image sourced from CDC
How to tell a real vs. counterfeit mask

Images sourced from CDC
How can you tell real vs. counterfeit
How can you tell real vs. counterfeit

- Claims to access of large quantities of 3M masks
- Claims N95 masks are one size fits all
- Samples not available
- FDA logo on the packaging or mask
- Large minimum order quantities
- Cannot provide pricing
- Want letter of intent prior to pricing
- Want payment through escrow account with large percentage down

**BEWARE**
Who you should trust...Who you should question

Marketplaces
Suppliers you have not worked with
Brokers

Well known dental supply companies
What to expect when inventory becomes available

- Expect PPE supplies to come back incrementally
- Expect well known dental suppliers to get them directly from the manufacturers as soon as they become available
- Expect higher prices that could vary widely until the supply market stabilizes
Resources

CDC Approved Manufacturer List for N95 Masks
https://www.cdc.gov/niosh(npptl/topics/respirators/disp_part/N95list1sect3-yz.html

CDC Counterfeit Site
https://www.cdc.gov/niosh(npptl/usernotices/counterfeitResp.html

FDA Emergency Use Authorization List (companies and products by category)

FDA Authorized N95 and KN95 manufacturers in China
https://www.fda.gov/media/136663/download