State Dental Association Affiliations
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 web site
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
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
Thank You
What to expect when inventory becomes available
What to expect when inventory becomes available

### Understanding Mask Types

#### Surgical Mask
- **Testing and Approval:** Cleared by the Food and Drug Administration (FDA)
- **Rating:** Yes, The mask differs with each size model. Some of the size options include small, medium, medium/long, and large.
- **Intended Use and Purpose:** Fluid-resistant and provides the wearer protection against large droplets, spatters, and splashes.
- **Ratings:** N95
- **Uses:** Resists the wearer’s exposure to particles including droplets (non-aerosol) and particles in non-aerosol form. CDC recommendation verifying the authenticity of needs, in cases they provide the expected protection.

#### N95 Mask
- **Testing and Approval:** Evaluated, tested, and approved by NIOSH as per the requirement in 42 CFR Part 84
- **Rating:** Yes, The mask differs with each size model. Some of the size options include small, medium, medium/long, and large.
- **Intended Use and Purpose:** Fluid-resistant and provides the wearer protection against large droplets, spatters, and splashes.
- **Ratings:** N95
- **Uses:** Resists the wearer’s exposure to particles including droplets (non-aerosol) and particles in non-aerosol form. CDC recommendation verifying the authenticity of needs, in cases they provide the expected protection.

### Face Shield
- **Fit Testing Requirement:** No
- **Use Limitations:** Disposable. Discard after each patient encounter.

### Respirator
- **Fit Testing Requirement:** Yes, Reused each time (the mask is denied put on)
- **Use Limitations:** Disposable. Discard after each patient encounter.
What to expect when inventory becomes available

## Interim Mask and Face Shield Guidelines

These recommendations align with existing CDC recommendations for patients without signs/symptoms of COVID-19.

Use the highest level of PPE available when treating patients to reduce the risk of exposure. Some risk is inherent in all scenarios. If masks, goggles, or face shields are not available, please understand there is a higher risk for infection; therefore, use your professional judgment related to treatment provided and the patient’s risk factors.

Consistency that patients who are asymptomatic may still be COVID-19 infectious, it should be assumed that all patients can transmit disease.

<table>
<thead>
<tr>
<th>Mask Type – With Goggles or Face Shield</th>
<th>Level of Risk* to DHCR</th>
</tr>
</thead>
<tbody>
<tr>
<td>N95</td>
<td>Low</td>
</tr>
<tr>
<td>KN95</td>
<td>Low</td>
</tr>
<tr>
<td>N95 EQUIVALENT MASK†, KN95P, PFF2, P3, ES/D4, KOREAN SPECIAL, 1ST</td>
<td>Moderate</td>
</tr>
<tr>
<td>Surgical Mask**</td>
<td>Moderate</td>
</tr>
</tbody>
</table>

*The FDA has authorized the use of masks designated to the N95 during the pandemic period. Manufacturers approved can be found here: [https://www.fda.gov/medical-devices](https://www.fda.gov/medical-devices).

†DHCR has established performance levels for surgical masks based on fluid resistance, bacterial filtration efficiency, particulate filtration efficiency, breathing resistance and flame spread.

- Level 1: masks have no fluid resistance, bacterial filtration efficiency or particulate filtration efficiency. They act as a barrier for high solid particles.
- Level 2: masks provide a moderate barrier for fluid resistance, bacterial and particulate filtration efficiencies and breathing resistance.
- Level 3: masks provide the maximum level of fluid resistance recognized by DHCR and are designed for procedures with moderate to heavy amounts of fluid, solid or aerosol exposure.


Professional judgment should be exercised when considering the use of gowns, foot covers and head covers.

These guidelines are intended to help dental providers treat patients that are asymptomatic during the current pandemic. These guidelines should be assumed that following the guidelines will reduce your risk identity in the case of infection. Dentists should also be aware of any relevant laws, regulations, or site-specific in their states.