



Dear loyal customer and partner:

I hope this email finds you safe and well. I am taking the liberty of directly writing to you to convey a message from NY State. Governor Cuomo has called on the private sector to help manufacture medical supplies to fight COVID-19. This means that local NY workshops now have the opportunity to retool their operations for manufacturing Personal Protective Equipment (gowns and masks) during the current COVID-19 crisis.

If you are interested in assistance to begin manufacturing these products in New York State, we may be able to assist you. There is important information you should know, however. For most of the critically needed products, you will likely be required to obtain federal certification to begin manufacturing and selling. The FDA released [new guidance](#) that allows more manufacturers to make ventilators at this time. The agency is allowing for device modification, and the utilization of ventilators intended for other environments. Please read the [release and guidance](#) in full if you currently manufacture ventilators, or are looking to begin manufacturing ventilators. Nasal swab guidance for COVID-19 test kits can be found [here](#). For personal protection equipment (PPE), the [guidelines](#) are listed on the ESD website and we encourage you to take a look. The CDC has also listed *crisis/alternate strategies* on its site, including [acceptable product classifications](#).

The FDA answers FAQ [here](#) and has posted this notice: *FDA is interested in hearing from manufacturers who may be able to help mitigate potential shortages of the above product codes by increasing U.S. availability of such devices. These manufacturers may email FDA at deviceshortages@fda.hhs.gov, which is closely monitored and has proven to be a valuable resource thus far in helping FDA mitigate potential supply chain disruptions.*

Finally, Governor Cuomo's office has created a procurement page which is linked below. If your medical product meets medical industry standards, please complete this form to reach the team authorized to make purchases.

<https://www.governor.ny.gov/content/procurement-form>

I am in direct contact with the Empire State Development (ESD), New York State's chief economic development agency, so please don't hesitate to reach out to me if you have any questions.

Thank you, take care and stay healthy.
Raphael Camp