



DENTAL INDUSTRY
ASSOCIATION OF CANADA
ASSOCIATION CANADIENNE
DE L'INDUSTRIE DENTAIRE

April 24, 2020

Mr. Frank Belvilacqua
CEO
Ontario Dental Association
4 New Street
Toronto, Ontario
M5R 1P6

Dear Frank:

Re: Status of PPE Supply Chain for Dentistry in Canada.

In discussions with our Board of Directors and by directly reaching out to specific distributors and manufacturers, we have compiled what we believe is the current status of the PPE dental industry supply chain.

Distributors

1. N95 masks: continue to be a challenge. They are not available anywhere. No delivery, no timelines. Manufacturers have prioritized health care needs first, dental care is lower on the list.
2. Surgical Masks: there is limited supply of Level 1, 2 & 3 masks, some distributors do have stock on hand, and delivery is trickling in from manufacturers at the 2019 sales levels. No increase in shipments even with higher demands. The distributors are seeing large price increases in the surgical masks as raw materials for production are becoming scarce.
3. Gloves: Still available, but distribution is also allocated on 2019 traditional sales levels from manufacturer, not keeping up with current demand, seeing delays in delivery. The distributors and manufacturers are closely monitoring raw material and export restrictions from Malaysia, raw material costs and prices are escalating.
4. Gowns: no gowns are available, none anywhere to be found, no time lines for delivery
5. Face Shields: no stock at the moment expect some supply in early May. They do trickle in and sell out as fast as we get them. Cannot fill demand now and delivery is sporadic.

Delivery times are between 4 weeks and 4 months, some manufacturers are refusing to provide delivery dates on high demand products.

Sourcing patterns have changed, looking for new suppliers for products like hand sanitizers and face shields, this is working well. Distributors are trying to keep with Health Canada approved products, some are refusing to buy or sell anything without that approval, others are sourcing new suppliers from China, with increased quality control.

Health Canada interim orders and links have been very helpful. The resourcing of products traditionally from Asia has been challenging, although China has lifted the embargo on exports of PPE, but the demand worldwide for masks, gowns, gloves, face shields has made it challenging to find adequate supply for even emergency dental service. The quality of product and fraudulent misrepresentation of product, and price increases are real concerns that will only be exacerbated by increased demand as the dental community re-opens for business.

Manufacturers:

1. Production Capacity: has not changed since January/February for some manufacturers as most producers have already geared up to maximum levels of production for PPE.
2. AMD Medicom: our member is building local capacity with the assistance of the Federal government, but we believe this won't be coming on stream until July/Aug at the earliest and may only address front line health care needs.
3. N95 Masks:
 - a. One manufacturers production has doubled to 1.1 billion per year globally still not keeping pace with demand and will not be able to for the for seeable future.
 - b. One manufacturer is doubling production to 2 billion per year within the next twelve months and have increased production and supply of hand sanitizers and disinfectants. Not able to provide details of when and what quantities are available but they are working with governments globally to prioritize, triage and redirect supplies to service the most critical needs.
 - c. New large manufacturers who traditionally have not been in the production of hand sanitizer and face mask production are entering the market. The impact won't be known for a couple of months.
 - d. Starting to see more supply coming in from China and overseas manufacturers, N95's still in highest demand and not available to dental as this product was not normally part of the traditional allocation/sales to the dental industry.
4. Manufacturers still globally allocating what is available, i.e.: surgical masks, gloves, gowns on 2019 historical buying patterns. - N95's to dental offices has not and we expect will not increase in the near future.
5. U.S. made products are still experiencing regulatory and legal hurdles for export outside the U.S. delaying distribution to other countries, there are some exemptions but for the high demand products still facing export hurdles.
6. Fraudulent and counterfeit activity has increased and is causing increased costs and time for manufacturers to deal with other entities fraudulently representing themselves as the main manufacturers of PPE.
7. Manufacturers believe gloves will be the next big issue as demand is rising everywhere and raw material access becomes scarcer.

Our members are using all of their vast resources to source solutions for their dental clients, but it is our belief that access to a steady supply of PPE in the dental supply chain will not increase for another month or two, some believe August may be more realistic. A reliable supply chain for N95's may be even longer. Manufacturers cannot commit to delivery dates at this time.

In summary If the following standard PPE protocols are being recommended for return to work availability of PPE will be challenging:

Product	NAGP	AGP Availability
N95 Masks	None	N/A
Caps or Bonnets	Very Limited	N/A
Shoe Covers	None	N/A
Surgical Masks 2 & 3	N/A	Available
Goggles & Face Shields	Very Limited	Very Limited
Gloves	Available	Available

Gown or Lab Coat	None	None
Gown or barrier for the patient	None	N/A

It is very clear, that demand is not being met now, manufacturers are not increasing supply to the dental industry and as Provinces start opening up dental practices it will be unlikely that PPE will be available to dental practices in any large quantities or with regular supply.

The Dental Industry is open to further conversation and partnership with the Dental Associations, Colleges, Public Health both federal and provincial to address this shortage of PPE for the dental community. We are also available to discuss changes to protocols, processes, and supply chain management to enable a safe environment for the patient, the practitioner, their staff and the dental community as a whole.

We are available at your convenience to meet and discuss how we can assist in the process of recovery and return of our industry.

Yours truly,
Dental Industry Association of Canada



Jim Wareing
President

cc. Rhonda Lawson, Executive Director
cc. Alex Glazduri - ODA
cc. Dr. James Taylor - Public Health Canada
cc. Dr. John O'Keefe - CDA
cc. Dr. Jack Gerrow - CDRAF