

# COVID-19 // PANDEMIC RESPONSE

*Personal Protective Equipment (PPE) Catalog*

4.22.2020



# Agenda

	Page
<b>Agenda</b>	<b>2</b>
<b>3M N95 8210 Respirators - USA Only</b>	<b>3</b>
<b>4-ply Medical Masks (CE Registered &amp; FDA Pending)</b>	<b>4</b>
<b>Protective Gowns &amp; Coverall Suits</b>	<b>5</b>
<b>PPE 7 Piece Sets</b>	<b>7</b>
<b>COVID-19 Test Kits</b>	<b>9</b>
<b>Other Items</b>	<b>11</b>
<b>Contact</b>	<b>12</b>

# 3M Particulate Respirator 8210, N95 (USA)



## USA Buyers ONLY

- NIOSH approved for at least 95 percent efficiency against certain non-oil based particles
- Buyer has direct contact with 3M Distributor
- Supply / Purchase Agreement
- PO; then issuance of 75% deposit to escrow account / until delivery date is accepted
  - Based on an on-going production basis
- Delivery schedule comes from 3M, delivery within 14 days

# Disposable Surgical Masks - 4-ply



## Registered in EU (CE):

- 4-Ply Construction
- MOQ - 1,000,000 masks
- 5,000,000 every 14 days
- 2 Factories:
  - (1) CE
  - (2) CE & FDA pending
- CE can be imported to USA under current EUA
- Terms: 50% Down, 50% Balance prior to shipment



# Level - 2 Isolation Gowns



## Registered in EU (CE) & FDA:

- AAMI Level-2 compliance
- MOQ 15,000 units
- CE Registered
- FDA Registered
- Lead Time: 14 - 20 days
- Terms: 50% Down, 50% Balance prior to shipment



# Level - 3 Isolation Gowns

ANDERSON EXPORTS



## CE & FDA Registered:

- Isolation Gown made from SMS Fabric 100% Polypropylene
- Sterile Long Sleeve
- Elastic Cuffs
- 1 Tie Rope at Stomach
- AAMI Level 3 Grade
- One Size Fits All
- Terms: 50% Down, 50% Balance prior to shipment





# Level - 4 Protective Coverall Suits

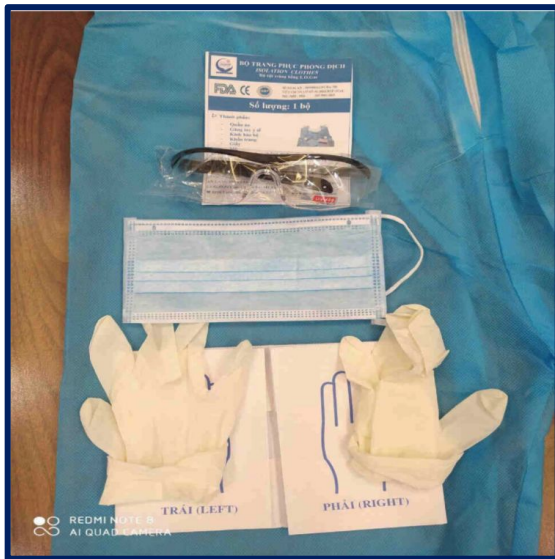


## Registered in EU (CE):

- Made in South Korea
- 20,000 - 30,000 units / day
- 2 Factories:
  - (1) CE / US Anti-Virus test Passed
  - (2) CE / US Anti-Virus test Passed
- CE can be imported to USA under current EUA
- Terms: 50% Down, 50% Balance prior to shipment

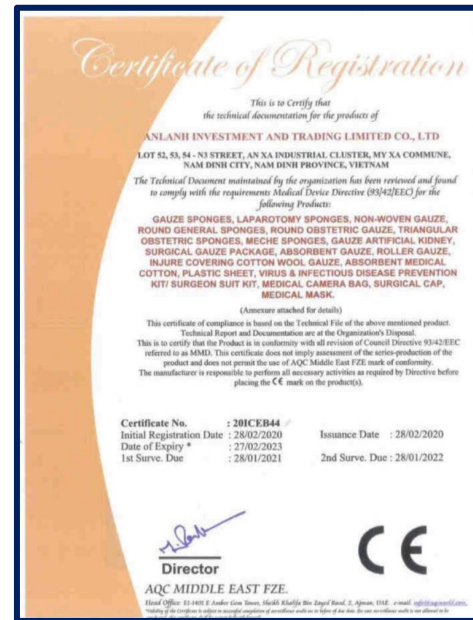


# PPE - 7 Piece Set



## Registered in EU & FDA:

- Items in each set:
  - Head Cover
  - Shoe Cover
  - Top & Bottom
  - Mask
  - Gloves
  - Safety glasses
- 25,000 sets / day
- 1,000,000 sets: 15 - 20 days
- Terms: 50% Down, 50% Balance prior to shipment





# COVID-19 Test Kits - Antibody Test - S.K. Origin



## Antibody (IgM & IgG) Detection:

- Results in 10 minutes
- Economic for bulk testing
- Inaccurate Day 0 - Day 5
- Appropriate for 5-day after bulk patient testing cases

## Comparison With Molecular Testing

	Molecular Testing (RT-PCR)	GenBody COVID-19 IgM/IgG Rapid Test
Principle	Nucleic acid test of COVID-19	Antibody (IgM & IgG) detection in the bloods
Accuracy in the fields	-China: 30 ~ 50% (Jungangilbo.2020.02.13) -Depending on the swab positioning of specimen and yield of gene extraction	-Before Day 5: very low -After Day 5: 50 ~ 81% for IgM, 81 ~ 100% for IgG
Test time	>6 hours	10 minutes
Test cost	Very expensive	Economic
Users	Skilled & trained	Normal
Specimen	Throat, anal, nasopharyngeal, sputum	Whole blood, serum, plasma
Test capacity	Limited	Possible to bulk testing
Adv/disadvantages	<ul style="list-style-type: none"> <li>• Good accurate at early stage.</li> <li>• Difficult to detect at latent or asymptomatic period.</li> <li>• Appropriate for early stage with limited cases of patients</li> </ul>	<ul style="list-style-type: none"> <li>• Possible to detect at latent or asymptomatic period.</li> <li>• Inaccurate at from Day 0 to Day 5 after infection</li> <li>• Appropriate for 5 day-after with bulk cases of patients</li> </ul>

## Accuracy of IgM/IgG


Parameters	Performance (Ongoing)
Analytical sensitivity	1.84 S/CO for IgM 1.57 S/CO for IgG
Sensitivity	Day 3 after symptom: IgM- 30%, IgG- 0% After Day 7 from symptom: IgM- 80%, IgG- >95%
Specificity	IgM 98% (118/120), IgG: 99% (119/120)

# COVID-19 Test Kits - UTM / PCR Test Kits



## Transport Medium / Detection:

- Requires Lab Analysis
- Economic for bulk testing
- 2 Swabs included per kit
- UTM / PCR test used to identify COVID-19 Virus



ASAN PHARM CO., LTD.  
www.asanpharm.co.kr

**ASAN Universal Transport Medium**

**Intended Use**

ASAN Universal Transport Medium is intended for the collection and transport of clinical specimens containing viruses, chlamydia, mycoplasma or ureaplasma from the collection site to the testing laboratory.

ASAN Universal Transport Medium can be processed using standard clinical laboratory operating procedures for viral, chlamydial, mycoplasma and ureaplasma detection.

**Principle**

ASAN Universal Transport Medium consist of modified Hank's balanced salt solution supplemented with bovine serum albumin, cysteine, gelatin, sucrose, and glutamic acid. The pH is buffered with HEPES buffer. Phenol Red is used to indicate pH. Vancomycin, amphotericin B, and colistin are incorporated in the medium to inhibit growth of competing bacteria and yeast. The medium is isotonic and non-toxic to mammalian host cells. The presence of sucrose acts as a cryoprotectant which aids in the preservation of viruses and chlamydia if specimens are frozen(-70°C) for prolonged storage.

**Precautions**

1. This product is *For In Vitro Diagnostic Use*.
2. Observe approved biohazard precautions and aseptic techniques. To be used only by adequately trained and qualified personnel.
3. All Specimens and materials used to process them should be considered potentially infectious and handled in a manner which prevents infection of laboratory personnel. Sterilize all biohazard waste including specimens, containers and media after their use.
4. Directions should be read and followed carefully.

**Storage**

This product is ready for use and no further preparation is necessary. The product should be stored in its original container at 2-30°C until used. Do not overheat. Do not incubate, or freeze prior to use. Improper storage will result in a loss of efficacy. Do not use after expiration date, which is clearly printed on the outer box and on each individual sterile pouch unit and the specimen transport tube label.

**Product Deterioration**

ASAN Universal Transport Medium should not be used if (1) there is evidence of damage or contamination to the product, (2) there is evidence of leakage, (3) the color of the medium has changed from light orange-red, (4) the expiration date has passed, (5) the swab pouch is open, or (6) there are other signs of deterioration

License No: 15-191\_Other Test Reagents

**UTM(AM608-T,TS)** (In Vitro Diagnostic Medical device)

**INTENDED USE**

The product is intended to collect, transport, and preserve nasal mucus for testing Virus, Chlamydia, Mycoplasma, and Ureaplasma.

**TEST PROCEDURE**

(1) Test principle  
Universal Transport Medium consist of modified Hank's balanced salt solution supplemented with bovine serum albumin, cysteine, gelatin, sucrose, and glutamic acid. The pH is buffered with HEPES buffer. Phenol Red is used to indicate pH. Vancomycin, amphotericin B, and colistin are incorporated in the medium to inhibit growth of competing bacteria and yeast. The medium is isotonic and non-toxic to mammalian host cells. The presence of sucrose acts as a cryoprotectant which aids in the preservation of viruses and chlamydia if specimens are frozen(-70°C) for prolonged storage.

(2) Test preparation and storage (storage of the specimen)  
1) Specimens should be taken at the site of infection and preserved immediately from entering adjacent areas.  
2) Preparation before testing  
1) Prepare a collection device and a container of appropriate specimen application process.  
(3) Test procedure  
1) Take off the seal pouch.  
2) Take out the swab applicator and collect the specimen (nasal mucus). Hold the edge of the applicator to minimize the potential contamination.  
3) Put the head part of the product in the transport medium and carry it to the test room (if there is a transport, cut the part and carry the head.)  
(4) Read the result  
1) incubate the transported specimen and read the results.

**QUALITY CONTROL**

1) Use this product after checking the exact specimens.

**STORAGE AND EXPIRATION**

Opening	Storage condition	Expiration date
Not opened	Room temperature (2-30°C)	1 year after manufacture date

**FEATURE**

(1) Protein components can be added to keep stabilizing the virus.  
(2) Antibiotics have been added to minimize the growth of bacteria and fungi.  
(3) For collecting specimens, determine whether a specimen is suitable for use by adding the phenol red, as a pH indicator.

**PRECAUTIONS AND DISPOSAL**

**A. Warning**

- 1) Do not reuse.
- 2) Do not re-infect.
- 3) Do not reuse this product as it is a disposable.


**B. General precaution**

- 1) Check any damage before using. Do not use if damaged.
- 2) Do not use excessive force when collecting the specimen.
- 3) Do not use products that have passed the expiration date or have because their quality may deteriorate.
- 4) Use the product where there is no possibility of contamination.
- 5) The specimen may be pathogenic microorganisms, so be careful when handling it.
- 6) After use, sterilize the medium and dispose of it separately as medical or industrial waste.
- 7) The diagnosis based on the measurement results should be judged comprehensively by the doctor in charge in combination with other test results.
- 8) The manufacturer is not responsible for the unauthorized use of the product if it is not used according to the instruction manual.
- 9) Be careful that all clinical specimens may contain infectious microorganisms. Wear appropriate protective equipment. Confirm the safety guidelines of pharmacy and Bio when handling clinical specimens.

**C. Application note**  
When collecting a specimen with the Swab applicator, be careful not to break the Swab Shaft due to excessive pressure or force.

**PACKAGE UNIT (Contents of Reagent)**  
50EA / 1EA

**EXCHANGE AND RETURN**  
This product has undergone strict quality control. If the product has already expired or been deteriorated or damaged, we will exchange it.  
Tel : +82-2-3290-0707 / Fax : +82-2-3290-3700



Manufactured & Sold by  
**ASAN PHARM CO., LTD.**  
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No. 02902

# Other Items

## Hand Sanitizer

- FDA Registered for OTC
  - 62% Alcohol
  - 70% Alcohol
- Lead Time: 7 - 20 days depending on volume
- MOQ 500,000 bottles

**Inquire for prices**

## Latex Powder-Free Gloves

- CE Registered
- FDA Registered

**Inquire for prices**

# Contact

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