

**From:** Irrelevant & Sensitive

**Sent:** 15 April 2020 16:49

**To:** Darren Blackburn <darren.blackburn@cabinetoffice.gov.uk>; China COVID Procurement <China.Procurement@fco.gov.uk>; John Edwards \* <John.Edwards@fco.gov.uk>

**Cc:** Clifford, Frank (TRADE); NR; Joint Action Coordination Team

NR

NR

**Subject:** RE: \*\*\* N95/FFP2 Masks - 50m available

All,

Could we treat this as a **VIP case** please. Andrew (the source) was a Board of Trade Advisor (similar to a Non Exec Director) for DIT. This will be credible and I'd suggest should be fast tracked through the system. For reference John Edwards / China Proc team. Copying also the new PPE team leads in JACT: NR

Would it make sense for:

- Darren you and your team to continue liaising with Andrew directly today
- CPT to provide a view on his claim to have 12 weeks manufacturing capacity, and the documentation / due diligence requirements that would be required to move this forward. Ideally today as well.

NR

**From:** Darren Blackburn <darren.blackburn@cabinetoffice.gov.uk>

**Sent:** 15 April 2020 09:44

**To:** China COVID Procurement <China.Procurement@fco.gov.uk>

**Cc:** Clifford, Frank (TRADE); NR; Joint Action Coordination Team

<JointActionCoordinationTeam@trade.gov.uk>; NR

**Subject:** Re: \*\*\* N95/FFP2 Masks - 50m available

OK,

Let's not all jump on it otherwise we will confuse the issue.

I've had initial conversations with Andrew Mills and he's registered on our portal. My guys will contract him today to get him through the process.

Are we agreeing we will continue on this route or are you saying we need to do something different?

Regards,

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**From:** Joint Action Coordination Team <[JointActionCoordinationTeam@trade.gov.uk](mailto:JointActionCoordinationTeam@trade.gov.uk)>  
**Sent:** 15 April 2020 16:11  
**To:** China COVID Procurement <[China.Procurement@fco.gov.uk](mailto:China.Procurement@fco.gov.uk)>; **NR**  
**NR** Clifford, Frank (TRADE)  
**NR** >[darren.blackburn@cabinetoffice.gov.uk](mailto:darren.blackburn@cabinetoffice.gov.uk)  
**Subject:** FW: \*\*\* N95/FFP2 Masks - 50m available

Hi team,

I think this might need escalating but not sure who too? There is an ask for ministerial engagement to secure the below offer for HMG to get exclusive access to the entire manufacturing capacity of the Zhende Medical Co., Ltd for an initial period of 12 weeks, during which they can produce 50m FFP2 masks. I've cc'd in Darren who has been in contact with the company so far and may be able to provide further information.

**Many Thanks**

**Name Redacted** | Ventilators and PPE (22:00-6:00)

DIT | Joint Action Coordination Team Covid Procurement |

DIT Team Inbox | [JointActionCoordinationTeam@trade.gov.uk](mailto:JointActionCoordinationTeam@trade.gov.uk)

**Procuring and protecting international supplies for the NHS**

We are currently working the following shift pattern, see all contact details as follows:

Personal addresses are [Firstname.Surname\(as written below\)@trade.gov.uk](mailto:Firstname.Surname(as written below)@trade.gov.uk):

**Ventilators and PPE:**

Shift	05:30 – 14:00	13:30 – 22:30	22:00 – 06:00
Shift Manager	<b>NR</b>		
Shift Ventilator Lead			
Shift PPE Lead			
Shift Ventilator 2 <sup>nd</sup>			

**Logistics:**

05:30 – 15:00	07:00-15:30	12:00-08:00
<b>NR</b>		

**Briefing:** [JACT.Briefing@trade.gov.uk](mailto:JACT.Briefing@trade.gov.uk)

05:30 – 15:00	07:00-15:30	12:00-08:00
<b>NR</b>		

**Product Specification and Verification inbox:**

[lifescience@trade.gov.uk](mailto:lifescience@trade.gov.uk)

**NR**

**From:** Kent, Martin (Trade) Irrelevant & Sensitive

**Sent:** 14 April 2020 17:05

**To:** Joint Action Coordination Team <[JointActionCoordinationTeam@trade.gov.uk](mailto:JointActionCoordinationTeam@trade.gov.uk)>

**NR**

**Subject:** FW: \*\*\* N95/FFP2 Masks - 50m available

Team,

Sending this offer of PPE directly to you (below and attached).

Andrew is a former Advisor to the Board of Trade when it sat under the former SoS.

All the best,

Martin

**Martin Kent**|Director|Global Trade and Investment

**Irrelevant & Sensitive**

Department for International Trade |Mob: **Irrelevant & Sensitive**

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**From:** Andrew Mills **Irrelevant & Sensitive**

**Sent:** 14 April 2020 16:35

**To:** Kent, Martin (Trade) **Irrelevant & Sensitive**

**Cc:** **Name Redacted**

**Subject:** Fwd: \*\*\* N95/FFP2 Masks - 50m available

Hi Martin,

Now to the correct email address.

Best,

Andrew

----- Forwarded message -----

From: **Andrew Mills** [Irrelevant & Sensitive]  
Date: Tue, Apr 14, 2020 at 4:24 PM  
Subject: Fwd: \*\*\* N95/FFP2 Masks - 50m available  
To: Martin Ken [Irrelevant & Sensitive]  
[Name Redacted] [Name Redacted]

Hi Martin,

I hope you had a good Easter weekend.

Following on from my last email I thought I'd share the correspondence I'm in with the Cabinet Office.

I'd like to make sure that I have got through to the right place as this is an opportunity for **HMG to get exclusive access to the entire manufacturing capacity of the Zhende Medical Co., Ltd for an initial period of 12 weeks, during which they can produce 50m FFP2 masks.**

I'm getting good engagement from Darren, but as the press has already highlighted a number of procurement opportunities that HMG has failed to capitalise on I think this is the sort of deal that **really needs Ministerial attention**.

The **French and US governments are both circling**, and we will lose this opportunity if we can't give a positive response very soon, as demand is soaring and prices are rising.

What are your thoughts?

Best,

Andrew

m: [Irrelevant & Sensitive]

----- Forwarded message -----

From: **Andrew Mills** [Irrelevant & Sensitive]  
Date: Mon, Apr 13, 2020 at 11:27 AM  
Subject: Re: \*\*\* N95/FFP2 Masks - 50m available  
To: Darren Blackburn [Irrelevant & Sensitive]

Hi Darren,

Ahead of our conversation I've prepared a summary document that I hope is useful.

It contains details of the manufacturer, a summary of the current offer, various other documents relating to certification/testing and some product images.

Please feel free to call whenever you are available.

Best,

Andrew

On Mon, Apr 13, 2020 at 7:05 AM Darren Blackburn [Irrelevant & Sensitive] wrote:

Andrew,

You are now showing in the system. I will get a case worker on it today/tomorrow.

In the meantime, shall we have an initial call today?

Regards,

		Darren Blackburn Commercial Specialist - Complex Transactions Team 1 Horse Guards Road, London, SW1A 2HQ <b>Irrelevant &amp; Sensitive</b> Follow us on Twitter @cabinetofficeuk
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		Darren Blackburn Commercial Specialist - Complex Transactions Team 1 Horse Guards Road, London, SW1A 2HQ <b>Irrelevant &amp; Sensitive</b> Follow us on Twitter @cabinetofficeuk
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		Darren Blackburn Head of New Supplier Sourcing - PPE Cell Team Lead: Andy Wood <b>Irrelevant &amp; Sensitive</b> Follow us on Twitter @cabinetofficeuk
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