

3M GENERAL OFFICE
ST. PAUL, MN 55144-1000
651-733-1110

December 3, 2018

Notification of Price Adjustment Effective February 1, 2019

Dear Valued Customer,

Effective February 1, 2019, 3M Commercial Solutions Division (CSD) will be adjusting general line prices. We continue to leverage our strong global sourcing network, optimize our manufacturing technologies, and accelerate our use of lean-six-sigma to reduce the overall cost impact to minimize price adjustments. However, you will notice a price change due to higher than expected inflation, rising energy and transportation costs and raw material increases. Some of the categories impacting CSD portfolio are:

- Wages increased 2.9% nationally
- Transportation services increased 2.1%
- Fibers used in our non-woven products, such as floor pads, hand pads, dusting sheets and sorbents, have increased an average of 18.4%
- Paper packaging has risen 5.9%

Attached within this email notification, you will find a material listing with updated pricing for CSD products, including the percent change. Most CSD products will be adjusted 2.5%. This file also contains items offered from other 3M divisions and could include price adjustments differing from the aforementioned 2.5%.

If you utilize 3M's partner portal, bCom, you will be able to download your updated 2019 general line pricing on December 3, 2019. Your bCom extract will have detail regarding specific material level changes in the "Percentage of Change New" column. Please reference pages 34-39 of the [User Guide](#) for instructions on how to access and download your price report from bCom.

3M understands the impact price adjustments have on our customers and we sincerely appreciate your attention to this communication. Please update your systems by February 1, 2019 to ensure there are no delays in order processing. We thank you for your continued support. If you have specific questions, please contact your 3M CSD Sales or Customer Service Representative.

Sincerely,



Rick Morris
Business Director, 3M Commercial Solutions Division
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