

May 30, 2025

Important: 3M Price Change Notification – Effective July 1, 2025

Dear Valued Customer,

Thank you for choosing our products and for your trust in 3M. Effective July 1, 2025, 3M will be incurring a price change.

What's Affected?

- Standard & Deviated Pricing (Direct Deal, Chargeback/POS, & Channel)
 - Approximately 6% - but can vary. Please consult price file.
 - Commercial Cleaning
 - Food Service
 - Floor Safety (i.e., sorbents, tapes & treads)
 - % Varies
 - For products outside of the above categories (i.e., *3M™ Masking Tapes; Scotch-Brite™ Brooms*)

Do I Need to Update Prices in my System?

- Pulling a price file and updating all pricing for effected products is critical to keep orders from being delayed. Prices on your PO must match 3M system pricing before orders are processed.

How Do I Get Updated Prices?

- Standard Pricing – bCom. [Access Here](#); Watch [2 Min Video How To Pull Price Files](#). For additional assistance with bCom, please contact the bCom Support Team at 1-800-898-9835 or via email to bComAdminAccount@mmm.com. Pricing questions can be directed to 3M Customer Service at 3msupport.cws.US@mmm.com. If you do not have bCom access, please contact the CSR team for your unique bCom registration code.
- Deviated Pricing – Excel file attached to this email. Direct deals are built into the pricing listed in the standard price file.

Why Does Pricing Display as N/A?

- N/A is displayed when the order cost is dependent on multiple variables. For example, products requiring length + width or variables such as liner type or box specifications will affect the ultimate price. Or the costs for tool service or product repairs may be dependent on the scope of work required to be performed.

What Happens If I Don't Update Pricing Before the Effective Date?

- **Price discrepancies will result in delayed shipments.** Should price discrepancies occur, 3M Customer Service will reach out three times to reconcile the price issue. The day after the third attempt, the CSR will communicate that the product will be rejected and removed from the order. The timeline from receipt of the PO to the final deadline date is estimated to take no longer

than two weeks. At the end of the deadline, that portion of the PO with incorrect pricing will be rejected and the rest of the order will be released.

- If the order value falls below the minimum order quantity, fees and freight may incur.
- Note that there is an exception for “ship complete” orders. In this case, you can expect us to elevate the situation with the proper individuals within your organization to determine best path forward.

Why are Prices Being Adjusted?

- 3M understands the impact price adjustments have on customers like you. The price adjustments are a result of cost increases incurred by 3M in multiple facets of manufacturing and supply chain including high demand, raw material prices (particularly those on imported products) as well as freight and logistics costs which combine to reinforce the current market.

Thank you for your business and for partnering with 3M to bring a world class brand to customers throughout the globe.

Nick Reveland

Portfolio Manager
3M Commercial Cleaning and Food Service
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