

5/13/2019

CONTRACT PRICE INCREASE REQUEST**Awarded Vendor:** Reflective Apparel Factory**ITB Number:** 18-100930**ITB Name)** Uniforms for County Employees Phase II (Annual Contract with 4 Options to Renew)

Note: Reflective Apparel Factory has agreed to exercise their 1st renewal with a 5.6% price increase. The increase in pricing is due to 3M Scotchlite significant increase in pricing of 7% which necessitated a price increase to the County. Reflective Apparel Factory utilizes 3M Scotchlite material which necessitated the cost increase. Considering the increase, Reflective Apparel Factory remains the lowest responsive, responsible bidder for item numbers (166-220) and (300-327).

The contract is due to expire on June 30, 2019.

CPA Number: 1116800**Description:**

<u>Items</u>	<u>Contract Price</u>	<u>Increase Price</u>
(166-220) & (300-327)	User Price List – 5.6%	Price List increased by a weighted average of 5.6

Please find attached a copy of the price increase notification from the manufacturer and vendor along with a copy of the new price list.

Approved Denied

Date: 5/13/19Signature: Talisa R. Clark

Talisa R. Clark, MBA, CPPO
Chief Procurement Officer 
Department of Purchasing & Contracting



Subject: 3M™ Scotchlite™ Reflective Materials Price Adjustment
Date: October 8, 2018

Dear Valued Customer,

3M Scotchlite Reflective Materials will issue a new Price List effective February 1, 2019. The new pricing can be found in the attached price file.

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, these efforts cannot fully offset the cost increases affecting labor, materials, and indirect manufacturing costs.

We are specifically seeing a strong inflationary impact on key raw materials ranging from textiles to polymers driven by the effect tariffs are having on our suppliers as well as material price increases. This inflationary impact is affecting business globally and all regions will be experiencing similar price adjustments, including Asia-Pacific in October 2018. For specific questions related to regional price adjustments, please contact your in-region 3M representative.

This price change will be effective for all orders placed on and after February 1, 2019. Please note that all future-dated orders will reflect the prevailing price at the time of shipment. 3M asks that order volumes between now and February 1, 2019 reflect a normal level of product ordering, and 3M reserves the right to cancel any orders that reflect excess loading in advance of the price increase. If an exceptional order volume is anticipated due to customer demand, please contact 3M Customer Service for assistance at 1-800-328-1667.

Thank you for your partnership to create safer work environments. Your ongoing business is valued and appreciated. Please contact your 3M Representative with any questions.

Sincerely,

A handwritten signature in blue ink, appearing to read 'Inés Sira', with a long horizontal flourish extending to the right.

Inés Sira
3M™ Scotchlite™ Reflective Material
Global Business Leader
St. Paul, MN US 55144-1000

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关于调整 2018 年度大中华区视觉丽反光材料产品价格通知

Notification of Price for 3M Scotchlite Reflective Materials in Greater China Area

因为国内外原材料价格上调, 劳动力的上涨, 汇率波动以及中国对关税上调的风险等因素, 我司决定调整大中华区视觉丽反光产品价格, 具体调价从 2018 年 10 月 8 日起生效, 产品价格调整比例为上调 2%至 7%之间不等, 具体价格细节以调整生效日的具体报价为准。

在价格调整生效日之日或之后发货的订单, 则按照调整后的价格结算。

如您对上述价格调整有任何疑问, 请联系我司客户服务部门或当地的销售团队, 感谢您的理解和支持。

For raw material cost increase globally, rising labor cost, fluctuation of the currency as well as expecting China import tariff increase plan, 3M China and Hong Kong Scotchlite™ Reflective Material price will be changed effective Oct. 8th, 2018. There will be 2%-7% price increase on different product sku. Final quotation please refer to prices after new price effective date.

Orders invoiced on price effective date (Oct. 8th, 2018) or after will be based on new price.

Shall you have any question, please contact with local 3M sales representatives or customer service. We appreciate your understanding and support.



3M 中国及香港视觉丽反光产品部
3M China and Hong Kong Scotchlite Reflective Material