



October 7, 2022

## Important: 3M Rolled Goods Policy Changes and Discontinuation Notice

The purpose of this communication is to provide an update on steps we are taking to improve manufacturing and operational efficiency to better service you. While 3M continuously takes such measures, this letter covers some of the steps that will be visible to our customers.

### Minimum Order Quantity (MOQ):

Effective November 7, 2022, 3M is implementing minimum order quantities (MOQ) for specific Make-to-Order (MTO) products, to improve operational efficiencies for sign sheeting, work zone sheeting, and conspicuity products.

- A current list of our MTO with the respective MOQ is included with this communication.
- Transportation Safety Division Signing and Temporary Traffic MTO SKU's will typically require a minimum order quantity of 1,800 sq feet. Conspicuity and some Temporary Traffic Control MTO products will typically have a 1,200 sq feet MOQ.
- MTO SKUs are typically shipped from our Brownwood production facility.
- Lines below the MOQ will be flagged for review by your CSR and they will inform you of the issue and provide what is required to meet the MOQ.
- For twelve months after the effective date, we will allow exceptions for orders directly shipped to government agencies where you have an existing contract.

### Product Discontinuations:

3M is discontinuing the following products effective November 7, 2022. Orders will be honored while raw materials remain available but may need to be canceled. We encourage customers to transition to alternative products listed in the table below as soon as possible. Customers wishing to change existing orders should contact their Customer Service Representative.

Discontinued product	Suggested Alternative
3M™ Engineer Grade Prismatic™ (EGP) 3435 Blue	High Intensity Prismatic (HIP) 3935 Blue
EGP 3432 Red	HIP 3932 Red
EGP 3439 Brown	HIP 3939 Brown
Diamond Grade™ VIP 3995 Blue	3M™ Diamond Grade™ DG3 4095 Blue
Diamond Grade™ VIP 3992 Red	3M™ Diamond Grade DG <sup>3</sup> 4092 Red

We believe these balanced changes will have an outsized impact to our efficiency and allow us to continue to best serve you in a cost competitive manner. We have teams across 3M that are ready to support your business needs. We thank you for your business and continued support.

Sincerely,

October 7, 2022  
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