



December 3, 2010

To: All 3M Industrial Channel Partners:

On February 5, 2011 the Industrial and Transportation Business will be adjusting its prices.

These price adjustments are driven by dramatic increases in prices of raw materials needed to manufacture 3M products. Enclosed you will also find a letter to customers that can be used for justification of these adjustments.

Included in this communication is a summary of the product lines and their associated price changes. For a detailed view of all product changes, please refer to the percent of change document on infoCenter or by accessing the Product Data Report Builder located in infoCenter.

Future-dated customer orders will be priced at the prevailing price at time of shipment. Orders placed before February 5, 2011 for immediate shipment will be priced at pre-February 5, 2011 prices. 3M reserves the right to limit orders to average monthly demand of the previous twelve months.

- Pricing data files will be available December 3rd and can be obtained through 3M infoCenter Data Center by using the Product Data Report Builder.
- PDF price page files will be available on 3M infoCenter Document Center by January 5, 2011. There will no longer be a pdf for Electronic Markets Materials Division Products.

For distributors unable to access the Product Data Report Builder on infoCenter, please contact your company's infoCenter administrator for access or call 3M's e-Business team at 1-800-898-9835.

Printed price books can be ordered from Bolger through the link on 3M infoCenter on Document Center. Printed price books are at distributor's cost and will be available on January 5, 2011.

Please be advised on March 2, 2011 many 3M Industrial and Transportation products on contract will also have prices adjusted. Detail on the contracts impacted and the adjustment amount will be available on infoCenter February 1, 2011.

If you have specific questions about either of these two events, please contact your 3M Channel Specialist or Customer Service Representative.

Sincerely,

A handwritten signature in dark ink that reads "Jan Reyers". The signature is fluid and cursive, with the first name "Jan" and last name "Reyers" clearly distinguishable.

Jan Reyers
Marketing & Operations Director
Industrial Channel

**Industrial and Transportation Business
Price Adjustment Summary
February 5, 2011**

The chart below is a summary of the average adjustment ranges for each 3M category. For more detailed price information, please refer to Industrial and Transportation Business Services Percent of Change summary that is available on infoCenter Document Center.

Business/Product	Avg Range of Adjustment
Abrasives	0 - 3.9%
Adhesives (includes Hardware)	3.3 - 8.3%
Packaging Products	2.5 - 11%
PolyMask Corporation Products	8.5%
Tapes – Single Coated & Double Coated (includes Hardware) For all exceptions, please refer to the Percent of Change summary/PDRB.	2.5 - 7.5%
Laminating Adhesives	3.25 - 8.75%
3M-Matic Packaging Machines	5.5 - 7.5%
Fastening & Other	0-12%
Related Products:	
Automotive Aftermarkets	0 - 10%
Electrical Division	0-15%
Electronics Markets Materials Division	0-20%
Occupational and Environmental Safety Division	2.55%
Building & Commercial Services Division	2.5 - 6.9%

Volume Buy Additions & Changes		
	Volume Buy	The Changes
Abrasive Systems Volume Buys Additions & Changes	Select 3M™ Stikit and Hookit™ Disc Pads and Holders	Purchase 5 or more cases of a single specification and receive an additional discount.
Adhesives Volume Buys Additions & Changes	3M™ Fastbond™ Contact Adhesives 30NF/2000NF – Drum	Discount changed to 10%
	3M™ Fastbond™ Contact Adhesives 30NF/2000NF – 5 Gallon Pail	Discount changed on the following: 2-3 pallets: 20%; 4+ pallets: 30%
	3M™ Fastbond™ Contact Adhesive 2000NF – Tote	No Longer Available
	3M™ Polyurethane & Hybrid Adhesives/Sealants – Drums	No Longer Available
Tape Volume Buys Additions & Changes	Sandblast Stencil Large Buys	See Merchandising/Updates below
	Scotch®/Tartan™ 5 Pallet and 10 Pallet Scotch®/Tartan™ 1 Pallet	Replaced – see below New – replaces Scotch®/Tartan™ 5 and 10 Pallet Large Buys
	Scotch®/Tartan™ 3M-Matic™ Pallet Scotch®/Tartan™ 3M-Matic™ 10 Pallet Scotch®/Tartan™ 3M-Matic™ BST Pallet Large Buy	Replaced – see below Replaced – see below New – replaces 3M-Matic Pallet and 10 Pallet Large Buys
	3M-Matic™ Case Sealer Large Buys	Discount changed to the following: Level I: 25%; Level II: 40%

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Merchandising/Updates	
Sandblast Stencil	The <i>Sandblast Stencil</i> product line has been modified. The product line does require a signed addendum and the restricted products will be published in a separate Sandblast Stencil price page. The large buy volumes and discounts for Sandblast Stencil products have been eliminated. Effective February 5, 2011 Sandblast Stencil pricing will be based off May 16, 2010, 100+ case discount plus appropriate percent of change. In addition, standard IMC drop-shipment policies will now apply to all Sandblast Stencil orders.