



March 31, 2011

To: All 3M Industrial Channel Partners:

On April 30, 2011 the Industrial and Transportation Business will be adjusting its prices.

The dramatic raw material and commodity price increases that we experienced in 2010 have continued to climb to record high levels over recent months. Record high prices, unprecedented increases, and supply constraints have affected many of the raw materials used in the manufacturing of 3M Products and continue to drive the need for price adjustment for many of the products in Industrial Markets.

3M understands the impact price adjustments have on our channel partners and our customers. As a global market leader 3M continues to accelerate our use of lean-six sigma, leverage our global Sourcing network, optimizing our manufacturing processes to reduce the overall cost impact on our operations and thus minimize price adjustments.

Included in this communication is a summary of the product lines affected 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 April 30, 2011 for immediate shipment will be priced at pre-April 30, 2011 prices. 3M reserves the right to limit orders to average monthly demand of the previous twelve months.

- Pricing data files will be available March 31st 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 April 8, 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 April 8, 2011.



March 31, 2011

To: Our Valued Customer
Subject: Price Increase, April 30, 2011

On April 30, 2011 the Industrial and Transportation Business will be adjusting its prices.

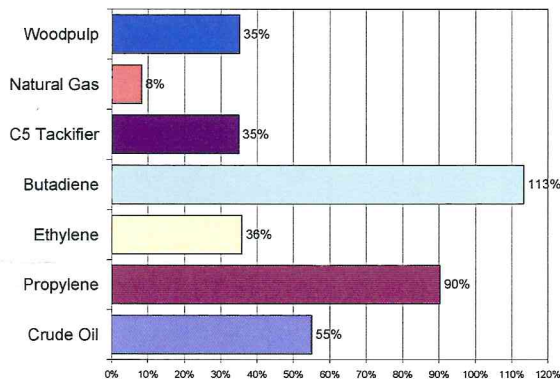
These price adjustments are driven by dramatic increases in prices of raw materials needed to manufacture many 3M products.

3M continues to see dramatic increases and volatility in the prices of raw materials used to produce 3M products. Market allocations on raw materials such as SIS, tackifying resins, natural rubber, acrylic acid and butadiene have resulted in price increases associated with these products. Propylene prices increased greater than anticipated.

The price of crude oil is not necessarily the driving factor behind these increases, but is an additional factor in overall cost increases.

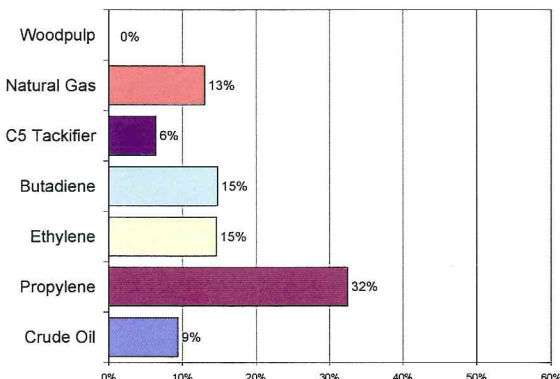
The unprecedented raw material and commodity price increases that we experienced in 2010 have continued to climb to record high levels over recent months.

Jan 2009 – Nov 2010



- In the past 18 months, all major raw material inputs (feedstocks) have experienced significant price inflation

Since Nov. 2010



- In the past 4 months, prices have continued to escalate

Sources: CDI, CMAI, DeWitt, RISI

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**Industrial and Transportation Business
Price Adjustment Summary
April 30, 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 %
Adhesives (includes Hardware)	1.5 – 9.5 %
Packaging Products	3 – 9.5 %
PolyMask Corporation Products	9 %
Tapes – Single Coated & Double Coated (includes Hardware) For all exceptions, please refer to the Percent of Change summary/PDRB.	1.5 - 12%
Laminating Adhesives	10 %
3M-Matic Packaging Machines	4 %
Fastening & Other	1.5 – 6.5 %
Related Products:	
Automotive Aftermarkets	0 - 10 %
Electrical Division	0 – 4 %
Electronics Markets Materials Division	0 – 10 %
Occupational and Environmental Safety Division (weighted average)	3.2 %
Building & Commercial Services Division	2.5 – 7 %
Construction & Home Improvements Division	0 – 10 %

Volume Buy Additions & Changes		
	Volume Buy	The Changes
Tape Volume Buys Additions & Changes	3M™ Repulpable Double Coated Flying Paster for Newsprint – 913	Revised minimum purchase to 30+ case non-assort for 913 ½”, ¾” and 1” x 36 yds.