



July 13, 2011

To: All 3M Industrial Channel Partners:

On August 13, 2011 the Industrial and Transportation Business will be adjusting its prices on select products within the Industrial Adhesives and Tape Division product portfolio.

This price adjustment has become necessary due to the continued rise in the price of raw materials used in the manufacturing of many 3M products sold in the industrial markets. Despite a slight decline to crude oil prices in recent months, the increases in raw material prices that we experienced earlier this year have not subsided, and in many instances are accelerating. The driving forces behind this are unfavorable cracking slate economics and strong global demand for the feedstocks that 3M needs to manufacture products. This has resulted in the need for an additional price adjustment.

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 August 13, 2011 for immediate shipment will be priced at pre-August 13, 2011 prices. 3M reserves the right to limit orders to average monthly demand of the previous twelve months.

- Pricing data files will be available July 13th 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 July 27, 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 July 27, 2011.

Also enclosed is a letter that can be used for explanation of these adjustments to customers.

Branch locations of your organization that have signed up to receive email notifications through infoCenter will have already received this information. Only headquarter locations will be receiving this communication by US mail. Please communicate this information to any branch locations as needed.

If you or any of your branch locations currently do not receive electronic notification of changes to 3M Pricing or promotions, please follow the directions on the enclosed "how to register" form.

**Industrial and Transportation Business
Price Adjustment Summary
August 13, 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)	0 – 5 %
Packaging Products	0 – 5 %
PolyMask Corporation Products	0 %
Tapes – Single Coated & Double Coated (includes Hardware) For all exceptions, please refer to the Percent of Change summary/PDRB.	0 – 10 %
Laminating Adhesives	5 %
3M-Matic Packaging Machines	0 %
Fastening & Other	5 %
Related Products:	
Automotive Aftermarkets	0 - 27 %
Automotive Division	9 %
Electrical Division	0 – 6 %
Electronic Solutions Division	3 – 9 %
Electronics Markets Materials Division	5 – 22 %
Occupational and Environmental Safety Division (weighted average)	0 %
Building & Commercial Services Division	3 – 9 %
Home Care Division	0 – 9 %
Construction & Home Improvements Division	0 – 12 %
Office Supply Division	0 – 19 %
Stationary Products Division	0 – 18 %
Performance Materials	0 – 10 %
Medical Surgical Division	0 – 8 %

Volume Buy Additions & Changes		
	Volume Buy	The Changes
Tape Volume Buys Additions & Changes	3M(TM) Scotch-Weld(TM) General Purpose Hot Melt Adhesive	Large Buy Discount changed to 15%
Tape Volume Buys Additions & Changes	8934 Tartan (TM) Filament Tape	Large Buy Discount changed to 25%