



December 12, 2011

To: All 3M Industrial Channel Partners:

On February 4, 2012 the Industrial and Transportation Business will be adjusting its prices.

These price adjustments are driven by continued price increases of raw materials needed to manufacture 3M products. The impact on a Distributor will vary depending on the mix of products that are purchased. Enclosed you will find a letter to customers that can be used for justification of the adjustments.

Listed below 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 February 4, 2012 for immediate shipment will be priced at pre-February 4, 2012 prices. 3M reserves the right to limit orders to average monthly demand of the previous twelve months.

- Pricing data files will be available December 12th 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 13, 2012.

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.

Because of low demand, printed price books will no longer be offered to order from Bolger. Please use infoCenter to download the pdf and print at a location of your choice and at your own expense.

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.

**Industrial and Transportation Business
Price Adjustment Summary
February 4, 2012**

If you have any questions, please contact your 3M Channel Specialist or Customer Service Representative.

Sincerely,

A handwritten signature in cursive script that reads "Jan Reyers". The signature is written in black ink and is positioned below the word "Sincerely,".

Jan Reyers

Marketing & Operations Director
Industrial Channel

**Industrial and Transportation Business
Price Adjustment Summary
February 4, 2012**

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	4.90 %
Adhesives (includes Hardware)	0.00 – 11.40 %
Packaging Products	0.00 – 13.68 %
PolyMask Corporation Products	3.40 %
Tapes – Single Coated & Double Coated (includes Hardware) For all exceptions, please refer to the Percent of Change summary/PDRB.	0.00 – 10.26 %
Laminating Adhesives	0.00 – 3.42 %
3M-Matic Packaging Machines	0.00 – 3.00 %
Fastening & Other	0.00 – 4.56 %
Related Products:	
Automotive Aftermarkets	0.00 – 4.50 %
Automotive Division	0.00 – 5.00 %
Electrical Division	0.00 – 8.00 %
Electronic Solutions Division	0.00 – 10.00 %
Electronics Markets Materials Division	0.00 – 10.00 %
Occupational and Environmental Safety Division (weighted average)	2.61 %
Building & Commercial Services Division	0.0 %
Home Care Division	0.0 %
Construction & Home Improvements Division	0.0 %
Office Supply Division	0.0 %
Stationary Products Division	0.0 %
Performance Materials	0.0 %
Medical Surgical Division	0.0 %

Volume Buy Additions & Changes		
	Volume Buy	The Changes
Tape Volume Buys Additions & Changes	3M™ Extended Liner Convenience Attachment Tapes	Adding a 24+ Case Level Buy with an additional 10% discount. Product numbers 9925XL and 9926XL will now qualify for both levels of discount