



December 9, 2013

To: All 3M Industrial Channel Partners:

On February 1, 2014 the 3M Industrial Business Group will be adjusting its prices.

These price adjustments are driven by the continued volatility of raw material prices 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 EPC infoCenter or by accessing the Product Data Report Builder located in EPC infoCenter which contains sku by sku percent of change.

Future-dated customer orders will be priced at the prevailing price at time of shipment. Orders placed before February 1, 2014 for immediate shipment will be priced at pre-February 1, 2014 prices. 3M reserves the right to limit orders to average monthly demand of the previous twelve months.

- Pricing data files will be available December 9th and can be obtained through 3M EPC infoCenter Data Center by using the Product Data Report Builder.
- PDF price page files will be available on 3M EPC infoCenter Document Center by January 31, 2014.

For distributors unable to access the Product Data Report Builder on EPC infoCenter, please contact your company's EPC 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 EPC 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 EPC 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 have any questions, please contact your 3M Channel Specialist or Customer Service Representative.

Sincerely,

Mary Johnston
Sales Director
Industrial Channel

3M Industrial Business Group

Price Adjustment Summary

February 1, 2014

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

Div	BU/Prod	Linebook %	Comment
IATD	Bonding	0% to 5%	
	3M Northstar	0% to 5%	**with exceptions
	Foam Tapes	-2% to 4%	**with exceptions
	Hot Melt Adhesives	0% to 6%	**with exceptions
	NidaCore	0% to 6%	**with exceptions
	Nonstructural Adhesives	0% to 6%	**with exceptions
	Pressurized Foam Products	0% to 5%	**with exceptions
	Sealants	0% to 7%	**with exceptions
	Specialty Solutions	0% to 2.5%	**with exceptions
	Structural Adhesives	0 to 3%	**with exceptions
IATD	Converter Mkts	0% to 3%	
	Industrial Attachment Tapes	0% to 4%	**with exceptions
	Laminating Adhesives	0% to 3%	**with exceptions
	Performance Label Materials	0%	**with exceptions
IATD	Mskg & Surf Prot	0% to 5%	
	Branded Masking - AlphaBeta Sd	2% to 5.5%	**with exceptions
	Engineered Solutions	0% to 2%	**with exceptions
	Enhancing & Shielding Tapes	0% to 5%	**with exceptions
	Flexographic Systems	0% to 5%	**with exceptions
	Protective Products	4%	**with exceptions
	Specialty Masking Systems	1.8% to 5.5%	**with exceptions
	Temporary Protective Films	0% to 3%	**with exceptions
IATD	Packaging	0% to 3%	
	Box Sealing Tape	3% to 4%	**with exceptions
	Branded Packaging - AlphaBeta	3%	**with exceptions
	Bundling & Reinforcing Product	0% to 2%	**with exceptions
	Diversified Packaging Products	0% to 2%	**with exceptions
	Packaging Equipment	0% to 4%	**with exceptions
ASD	Accessories & Specialties	0% to 2.9%	
	Accessories:		
	Rubber Cushion Polishing Wheels		Various Decreases
	Some Hookit and Stikit Disc Pads		Various Decreases
	Specialties:		
	Cartridge Rolls	4.90%	
	Cubitron II Depressed Center Grinding Wheels	4.90%	
	Evenrun Bands	4.90%	
	PG Wheels	4.90%	
	Square and Cross Pads	4.90%	
ASD	Brushlon Bristle Products	2.90%	
ASD	Coated Abrasives	2.90%	
	202DZ - All Forms	4.90%	
	327DZ - Belts	10.00%	
	337DC - Belts	10.00%	
	340D - All Forms	4.90%	
	931D - Belts	10.00%	
ASD	Coated Superabrasives	0% to 2.9%	
ASD	Surface Conditioning	0% to 2.9%	
	SF-WL SF Finishing & Deburring Wheels	10.00%	
	ST-WL SST Deburring Wheel	10.00%	
	XP-WL EXL XP Deburring Wheel	10.00%	
ASD	Standard Abrasives	0% to 2.9%	
	Mini Test Kits	10.00%	
	Precision Cartridge Rolls	10.00%	
	Standard Abrasive Kits	10.00%	

**3M Industrial Business Group
Price Adjustment Summary
February 1, 2014**

Large Buy and Product Changes	
Product	Details
Venture Tape Pallet Large Buy	RESTRICTED PRODUCT LINE: Additional 12% discount
4462, 4466, 4492, 4496	Price increases for sizes <1"
483 3M Polyethylene Tape	10+ case assortable Large Buy for additional 10% discount
3015 3M Scotchshield™ Self-Adhered Air Barrier	48+ case assortable Large Buy for additional 10% discount
3015 Scotchshield™ Self-Adhered Air Barrier	Pallet Large Buy for additional 10% discount
3M Scotch- Weld™ Hot Melt Applicators Polygun Large Buy	Percent discount changing from 13% to 15%
3M Scotch- Weld™ Acrylic Adhesives Pallet Buy	Large Buy discontinued
X-Series Large Buy	X-Series ATG skus added to existing Large Buy
Upper Scotch Pallet Buy • 372 IW • 375 IW • 373 IW • 371 PK6 • 369 PK6 • 311 PK6 • 8934 PK18 • 8934 PK9 • 8934 IW	13 individual wrap skus added
471 IW Lane Marking Large Buy	27 skus added to Large Buy