



September 22, 2017

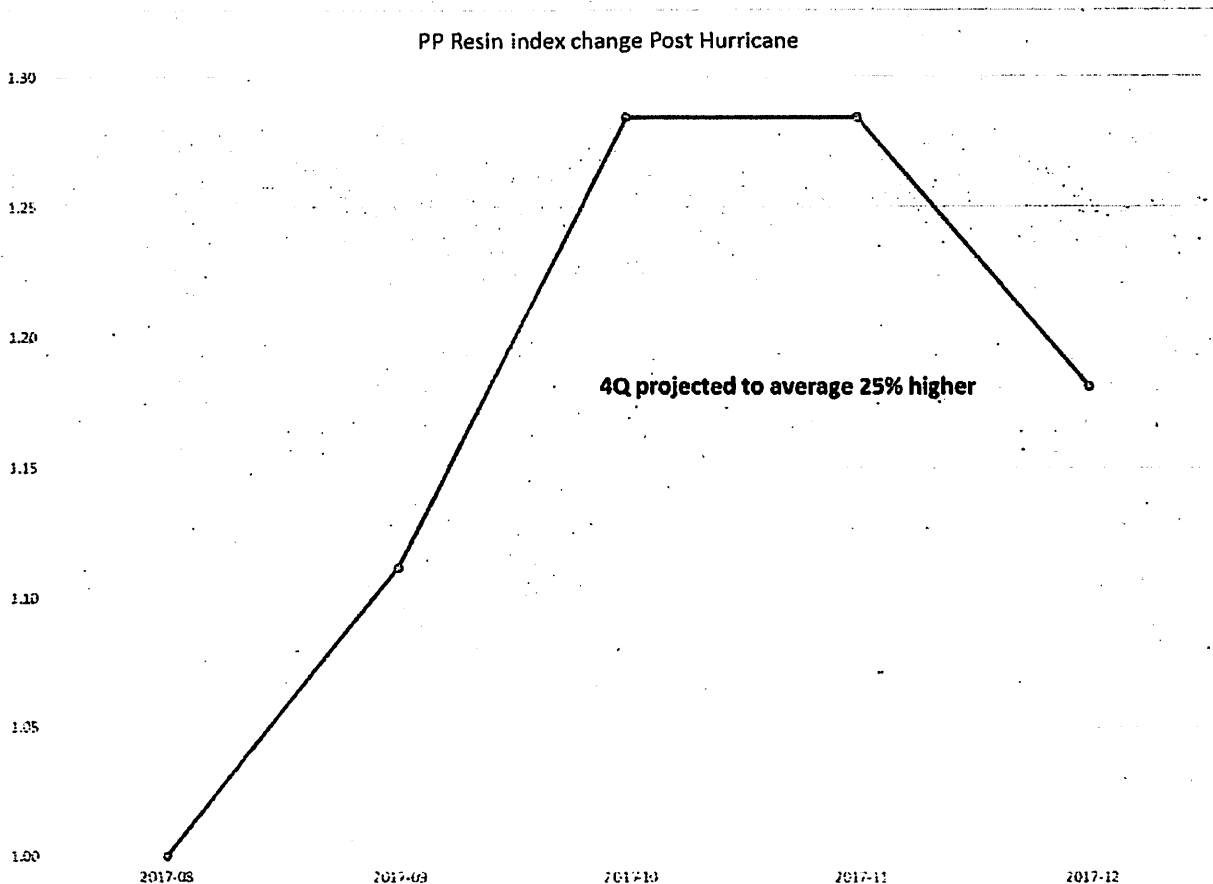
To: Our Valued Customers and Partners,

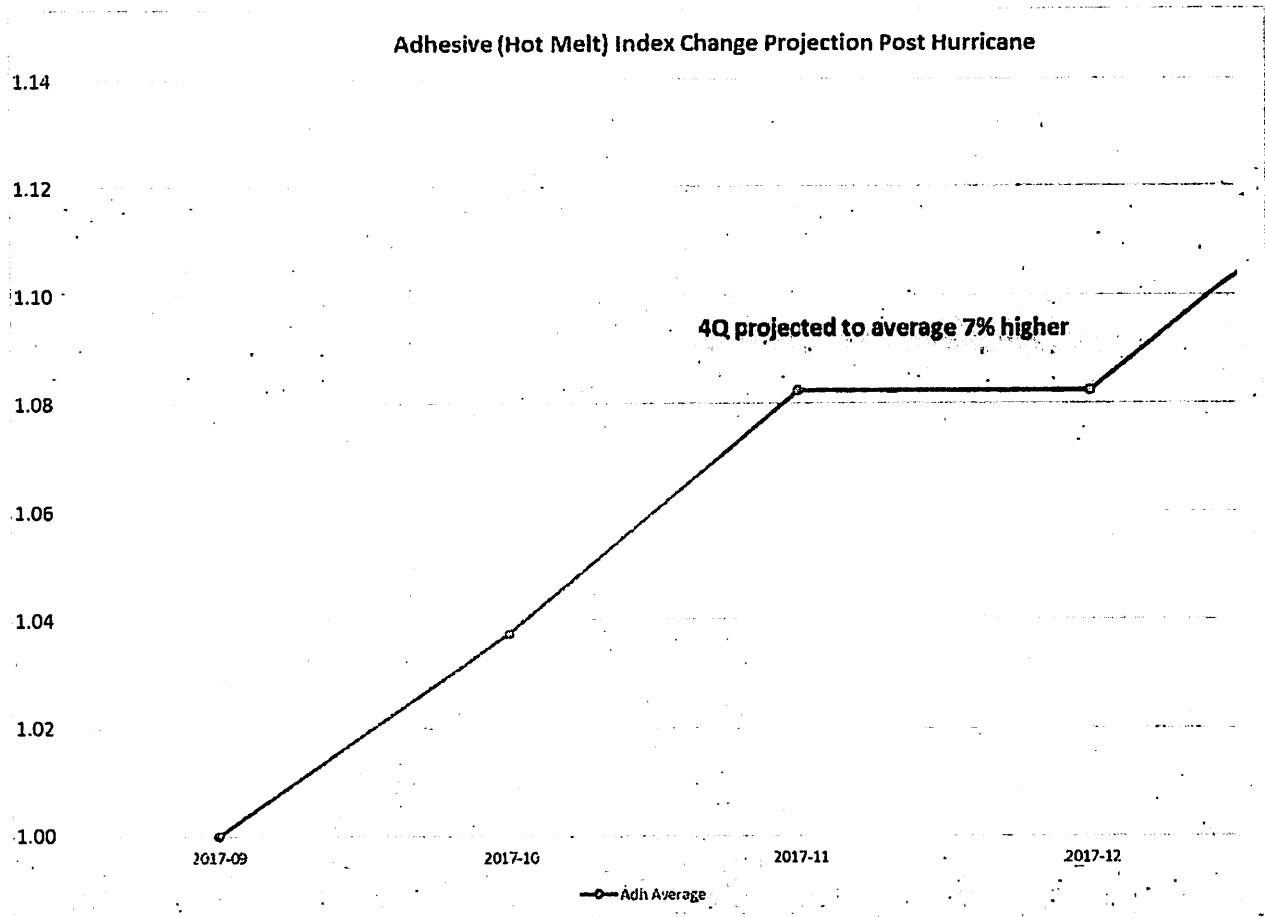
Effective November 1, 2017, 3M Industrial Adhesives & Tapes Division is adjusting prices on several 3M Box Sealing Tape products. 3M is executing this price adjustment due to recent, dramatic raw material cost increases.

With the recent hurricane devastation in the Gulf Coast region of the United States, raw material costs have increased for the foreseeable future. Despite significant mitigation efforts, 3M is no longer able to absorb these increases.

3M understands the impact price adjustments have on our customers and appreciates your continued support and business. 3M continues to use lean six-sigma, our global sourcing network, and on-going optimization of our manufacturing processes to minimize price adjustments and ensure continued supply of 3M products.

There are several factors that have contributed to the raw material price increases. For example, as a result of Hurricane Harvey, the polypropylene resin supply in the U.S. has been strained and prices have increased by approximately 25%. Similarly, adhesive inputs in the U.S. have been strained by the hurricane and prices have increased by about 7%.





Accordingly, effective November 1, 2017, 3M will implement a 9% list price increase on several of the 3M Box Sealing Tape products.

Orders placed prior to the November 1, 2017 price adjustment will be limited to a 30 day average of previous 12 month historical demand. If you have any questions, please contact your local 3M sales professional or distributor sales representative.

Thank you for your continued support of 3M products.

Regards,

Charlie McKenna

US Sales and Marketing Director
3M Industrial Adhesives and Tapes Division