



## To All 3M Building and Contractor Channel Market Partners:

### On February 4, 2012 the 3M Industrial and Transportation Business will be adjusting its prices.

The majority of the Industrial Adhesives and Tape Division product portfolio along with the ASD product portfolio will increase along with some related products.

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.

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- Announcement letter was mailed to all Building and Contractor Market Partners on December 12th
- "What's New" announcement will be posted on infoCenter
- Percent of Change Summary available on infoCenter through Document Center
- Product and Pricing files available through the Product Data Report Builder on infoCenter / Data Center
- PS2 will show the 2/4/12 List Prices
- 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.

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**3M Industrial Adhesives and Tapes Division**

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