



December 16, 2011

To: All Industrial Business Distributors

Please note that 3M Canada will be adjusting pricing **effective March 1, 2012.**

Price adjustments will vary by product family depending on the underlying factors affecting the product line.

Product list prices pages will be available in PDF format on the 3M Business Centre February 1, 2012. You will also have the ability to download your net price file from the 3M Business Centre at that time.

If you have specific questions, please contact your 3M Distributor Relations Manager, as noted below:

Western Canada – Brian Foster – bfoster@mmm.com
Central Canada – Cindy Honcoop – cphoncoop@mmm.com
Eastern Canada – J. F. Collard – jfcollard@mmm.com

Thank you for your continued support and we look forward to a successful year in 2012.

Sincerely,

3M CANADA COMPANY

A handwritten signature in black ink, appearing to read 'Mahesh'.

Mahesh Yegnaswami
Channel Manager
Industrial Business

A handwritten signature in black ink, appearing to read 'Jason Grouette'.

Jason Grouette
Business Manager
Industrial Adhesives & Tapes Division