

3M General Offices

3M Center
St. Paul, MN 55144-1000
651-733-1110



March 31, 2011

To: Our Valued Customer
Subject: Price Increase, April 30, 2011

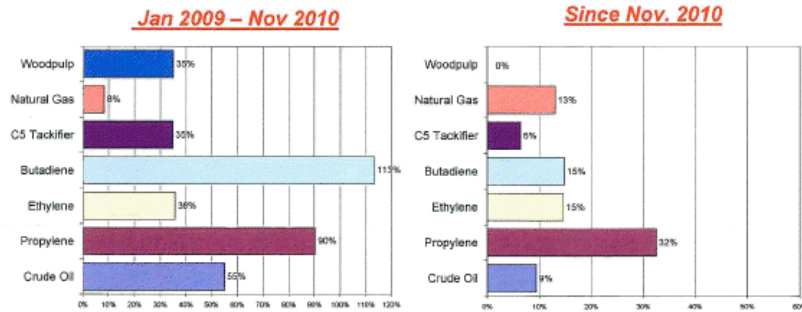
On April 30, 2011 the Industrial and Transportation Business will be adjusting its prices.

These price adjustments are driven by dramatic increases in prices of raw materials needed to manufacture many 3M products.

3M continues to see dramatic increases and volatility in the prices of raw materials used to produce 3M products. Market allocations on raw materials such as SIS, tackifying resins, natural rubber, acrylic acid and butadiene have resulted in price increases associated with these products. Propylene prices increased greater than anticipated.

The price of crude oil is not necessarily the driving factor behind these increases, but is an additional factor in overall cost increases.

The unprecedented raw material and commodity price increases that we experienced in 2010 have continued to climb to record high levels over recent months.



■ In the past 18 months, all major raw material inputs (feedstocks) have experienced significant price inflation

■ In the past 4 months, prices have continued to escalate

Sources: CDI, CMAI, DeWitt, RISI

3M understands the impact price adjustments have on our channel partners and our customers. As a global market leader 3M continues to accelerate our use of lean-six sigma, leverage our global Sourcing network, optimizing our manufacturing processes to reduce the overall cost impact on our operations and thus minimize price adjustments.