

**3M Building and Commercial
Services Division**

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

Date: April 30, 2010

To: 3M Building and Commercial Services Sanitary Supplies Distributors

Subject: 3M Building and Commercial Services Price Adjustment



Effective July 1, 2010 3M Building and Commercial Services Division (B&CSD) will be adjusting prices on most of its product categories. Our pricing has remained unchanged since 2008. Since then, B&CSD has absorbed all increases in key raw material feedstocks as well as increases in energy, transportation and labor costs. As the world economies come out of the global recession we have seen substantial reductions in vendor inventories and production capacity, this coupled with rapidly rising global demand for key materials has resulted in supply chain bottle necks, supplier imposed price increases and material allocations. Key materials such as paper packaging, petrochemical derived feed stocks (ethylene, propylene), polymers and specialty materials have all been impacted by the economic climate.

At this point, we find it necessary to adjust pricing slightly in order to partially offset the continued rising costs of manufacturing. Pricing for most janitorial and sanitary supply product categories will be increased 2.9%. We will not be adjusting prices on any recently introduced products such as our 3M™ Nomad™ Aqua Plus Matting, 3M™ Nomad™ Basic Entry Matting or 3M™ Nomad™ Modular Matting. Nor will we adjust pricing on our 3M™ Easy Shine Applicator System.

**3M Building and Commercial
Services Division**

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

Date: April 30, 2010

To: 3M Building and Commercial Services Sanitary Supplies Distributors

Subject: 3M Building and Commercial Services Price Adjustment



Effective July 1, 2010 3M Building and Commercial Services Division (B&CSD) will be adjusting prices on most of its product categories. Our pricing has remained unchanged since 2008. Since then, B&CSD has absorbed all increases in key raw material feedstocks as well as increases in energy, transportation and labor costs. As the world economies come out of the global recession we have seen substantial reductions in vendor inventories and production capacity, this coupled with rapidly rising global demand for key materials has resulted in supply chain bottle necks, supplier imposed price increases and material allocations. Key materials such as paper packaging, petrochemical derived feed stocks (ethylene, propylene), polymers and specialty materials have all been impacted by the economic climate.

At this point, we find it necessary to adjust pricing slightly in order to partially offset the continued rising costs of manufacturing. Pricing for most janitorial and sanitary supply product categories will be increased 2.9%. We will not be adjusting prices on any recently introduced products such as our 3M™ Nomad™ Aqua Plus Matting, 3M™ Nomad™ Basic Entry Matting or 3M™ Nomad™ Modular Matting. Nor will we adjust pricing on our 3M™ Easy Shine Applicator System.