



December 9, 2011

**Important 3M Occupational Health and Environmental Safety Division (OH&ESD)  
Pricing and Merchandising Information for Year 2012**

Dear 3M OH&ESD Distributors,

On **February 4, 2012** price adjustments for 3M Occupational Health and Environmental Safety Division will go into effect. This pricing will be available to you beginning December 12, 2011 on the OH&ESD Distributor Website.

The annual enrollment process for the OH&ESD 2012 Distributor Dialog Program is available to you on the OH&ESD Distributor Website. After you log on to <http://www.3M.com/ohesdistributor>, click on the "View Program" link in the Annual Enrollment section of the left navigation menu. You will be guided through a simple process to review and enroll in our 2012 Distributor Dialog Program.

Future-dated customer orders will be priced at the prevailing price at time of shipment. Orders placed before February 4, 2012, for immediate shipment will be priced at pre-February 4, 2012, prices. 3M reserves the right to limit orders at pre-February 4, 2012 prices to average monthly customer demand level.

Please access OH&ESD Distributor website for the following information:

- On December 12, a PDF document with the new suggested list price and percent change by product will be available for downloading from InfoHut.
- On December 12, distributor Excel price files will be available for downloading from InfoHut.

As in previous years only headquarter locations will be receiving this communication by US mail. Please communicate this information to any branch locations as needed.

If you have specific questions, please contact your 3M Sales Representative, Channel Manager or Customer Service Representative.

Sincerely,

A handwritten signature in black ink that reads "John A. Kehoe III".

John Kehoe  
U.S. Sales Operations Manager