

3M Commercial Care Division    3M Center  
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**Date:**            August 30, 2006  
**To:**                All 3M Commercial Care Sanitary Supply Distributors  
**Subject:**        3M Commercial Care Price Adjustment

Effective November 1, 2006, the 3M Commercial Care Division will adjust prices on select products. We have worked hard to minimize the impact of rising costs but we continue to incur significant increases in raw materials and energy prices. Although we have ongoing 3M Corporate initiatives in place to minimize the impact of these cost increases, we have been unable to offset all of them. On average, you will see a 2%-3% price increase to most 3M manufactured products although, depending on the raw materials necessary in the manufacturing process, some will be higher.

Below are examples of the magnitude of cost increases in raw materials vital to the production and packaging of many of our products.

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- \* Crude Petroleum – 45%
  - \* Fuel costs – 17%
  - \* Natural Gas – 23%
  - \* Vinyl/PVC – 15%
  - \* Plastics – 15%
  - \* Polypropylene Film – 8%
  - \* Sodium Carbonates – 25%
  - \* Pulp – 27%
  - \* Nylon and Polyester Fibers – 11%
  - \* Corrugated Packaging – 6%

To assist you in implementing this price adjustment by November 1st, updated pricing will be available to download from our new information-packed PACE distributor extranet site no later than September 15<sup>th</sup>.