

## 3M 1<sup>st</sup> December 2017 Price Review Appendices

### Appendix A: Important notes relating to your price information

Standard (list / RRP) prices effective 1<sup>st</sup> December 2017

Net pricing can be extracted from our partner portal bCom. It is important to note that your receiving this email is not an indication that you have access to bCom; please see the enclosed bCom job aid for further information on how to register and extract your net pricing.

Typically within 48 hours of initiating the extract, you will receive an email notification informing you that your price file is ready; this can sometimes be longer if you are requesting large volumes of data. Simply follow the instructions in the enclosed bCom job aid to access and download your file. If you encounter any issues creating your extract, please contact the bCom support team (see the enclosed bCom job aid for details).

Price file: Deal pricing contracts – Price changes effective 1<sup>st</sup> December 2017

- Deal pricing is on-invoice and applied at the point of order. It is time bound to support agreed volume purchases for specific consumers (end-users).
- The pricing supplied supersedes list pricing and previous deal contracts for the same end user (consumer) and product combination
- Please note that a deal price for an item will not necessarily follow the price change of the standard price. Please see the attached list of your deal prices for more detail.
- Prices are regularly reviewed and can be changed or withdrawn at any time

Price File Contents:

PSD Core price List

Welding Price List

Appendix B: Further detail relating to your price information

Abrasive Systems Division (ASD)

3M Abrasive Systems Division (ASD) will increase standard list prices on all products by 5.5% with the following exceptions:

982C/987C/782C/787C Fibre Discs	0%
Cubitron™ II Branded Cut Off Wheels	0%
Cubitron™ II Branded Depressed Centre Grinding Wheels	0%
984F/947A/784F/723D/384F/964F/777F Belts	0%
CF-SH/CF-RL/SC-DR Non-Woven Surface Conditioning Products	0%

For any customers purchasing 3M Precision Grinding Bonded Products (formerly Winterthur), details of the changes to these prices will be communicated separately by the Precision Grinding Bonded Products team.

As a 3M Abrasives Division customer that also has access to products from other 3M divisions we have also included the following detail:

#### INDUSTRIAL ADHESIVES & TAPES DIVISION (IATD) INCLUDING LABELSTOCK

The IATD price change is part of a Western European price harmonisation programme and therefore the price on some items will be increased and those on others held or reduced.

Box Sealing Tape will increase by 3% on rolls of 660m or longer and 5% on other lengths. Please note, we have realigned the container prices so you will notice some slightly higher and lower increases on these.

The price of other IATD products will be increasing by 5.5% with the following exceptions:

5% Decrease
3M™ TE100 Polyurethane Reactive Adhesive
3M™ TE200 Polyurethane Reactive Adhesive
3M™ 928 ATG Tape
3M™ 969 ATG Tape
3M™ 9469 Adhesive Transfer Tape
3M™ 9473 Adhesive Transfer Tape

0% Increase
3M™ 7980 Labelstock
3M™ H10CH/G36CH/5008TS Labelstock
3M™ 76738 LT1 250 Labelstock
3M™ Scotch-Weld 2216 BA Structural Adhesive
3M™ Scotch-Weld DP8005 Structural Adhesive
3M™ Scotch-Weld DP8805NS Structural Adhesive
3M™ Scotch-Weld DP125 Structural Adhesive
3M™ Scotch-Weld 2214 Structural Adhesive
3M™ Scotch-Weld DP490 Structural Adhesive
3M™ Scotch-Weld DP609C Structural Adhesive

0% Increase continued

3M™ 560 Sealant  
3M™ 590 Sealant  
3M™ 750 Sealant  
3M™ 760 Sealant  
3M™ 525 Sealant  
3M™ 550FC Sealant  
3M™ 540 Sealant  
3M™ 590 Sealant  
3M™ 750C Sealant  
3M™ R79 Sealant  
3M™ 740UV Sealant  
3M™ 5005 Adhesive  
3M™ Adhesion Promoter AP596  
3M™ 74110 GPU Sealant  
3M™ P591 Primer

3M™ ATG ¼" Adaptor  
3M™ 467MP Adhesive Transfer Tape  
3M™ AFT Tape  
3M™ F9465PC Adhesive Transfer Tape  
3M™ 1173MS 74 Tape  
3M™ 924 ATG Tape

3M™ 361 Glass Cloth Tape  
3M™ 433 Aluminium Foil Tape  
3M™ 363 Glass Cloth Tape  
3M™ 695 Tape  
3M™ 5423 UHMW Tape  
3M™ 2552 Sound Damping Tape  
3M™ 766I PVC Tape  
3M™ 767I PVC Tape  
3M™ 235 Tape  
3M™ 425 Aluminium Tape  
3M™ 431 Aluminium Tape  
3M™ 5421 UHMW Tape

3M™ 244 Masking Tape

0% Increase continued

3M™ 4516 Foam Tape  
3M™ 4116 Foam Tape  
3M™ 4496 Foam Tape  
3M™ 4032 Foam Tape  
3M™ 4411 Extreme Sealing Tape  
3M™ 4412 Extreme Sealing Tape  
3M™ 111 Adhesion Promotor  
3M™ VHB™ Surface Cleaner  
3M™ VHB™ Applicator Pads  
3M™ VHB™ Silane Primer  
3M™ VHB™ 5958FR Tape  
3M™ VHB™ 4951 Tape  
3M™ VHB™ 4943 Tape  
3M™ VHB™ 4613 Tape  
3M™ VHB™ 4905 Tape  
3M™ VHB™ 4910 Tape  
3M™ VHB™ 4912 Tape  
3M™ VHB™ 4915 Tape  
3M™ VHB™ 4918 Tape  
3M™ VHB™ 4920 Tape  
3M™ VHB™ 4930 Tape  
3M™ VHB™ 4936 Tape  
3M™ VHB™ 4941 Tape  
3M™ VHB™ 4943 Tape  
3M™ VHB™ 4947 Tape  
3M™ VHB™ 4950 Tape  
3M™ VHB™ 4956 Tape  
3M™ VHB™ 4957 Tape  
3M™ VHB™ 4991 Tape  
3M™ VHB™ 5925 Tape  
3M™ VHB™ 5952 Tape  
3M™ VHB™ 5962 Tape

3M™ 895 Filament Tape

3M™ Scotch-Weld™ 1300 Adhesive  
3M™ Scotch-Weld™ 10 Adhesive  
3M™ Scotch-Weld™ 76 Adhesive  
3M™ Scotch-Weld™ 90 Adhesive  
3M™ Scotch-Weld™ Industrial Cleaner

3M™ 3748 Adhesive  
3M™ 3764 Adhesive

3M™ 5907 Tape  
3M™ LC1214 Adhesive  
3M™ 9019 Adhesive Transfer Tape

0% Increase continued

1697-H953 914mm x 33m  
3243-G396 48mm x 50m  
3520CW-MW110 55in x 50yds  
51472 514CW 72mm x 25m  
514CW-F825 37.12mm x 50m  
514CW-Q027 48mm x 50m  
1163-T339 48mm x 50m  
1163MS74-F101 1371mm x 50m  
1163MS74-F664 1442mm x 50m  
1163MS74-F773 12mm x 50m  
1163MS74-G275 15mm x 50m  
1163MS74-G276 9mm x 50m  
1163MS74-G277 6mm x 50m  
1163MS74-T328 0.75in x 60yds  
1163MS74-V819 25mm x 50m  
1499-FC188 RED STUCCO MASK 1000mm x 55m  
1499-L497 RED STUCCO 48mm x 55m  
514CWR-J992 37.12mm x 50m  
514CWR-W133 48mm x 50m

3.5% Increase

3M™ 101E Masking Tape  
3M™ 201E Masking Tape

7.5% Increase

1524CW 72 mx 50m  
1555CW 1778mm x 300m

9% Increase

3M™ VHB™ RP62 Tape  
3M™ VHB™ RP16 Tape  
3M™ VHB™ RP25 Tape  
3M™ VHB™ RP32 Tape  
3M™ VHB™ RP45 Tape  
3M™ Primer 94  
3M™ GPH-060 Tape  
3M™ GPH-110 Tape  
3M™ GPH-160 Tape

10% Increase
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3M™ 7818 Labelstock
3M™ 7872 Labelstock
3M™ G61SB Labelstock
3M™ G62SB Labelstock
3M™ 7872EC Labelstock
3M™ 7872 EJ Labelstock
3M™ 7818EH Labelstock
3M™ 7879EJ Labelstock
3M™ 983 Tape
3M™ E1715H Tape
3M™ E1715CM Tape
3M™ E1715 Tape

Various Increases
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3M™ 7142 Labelstock	20% increase
3M™ 7777 Labelstock	20% increase
3M™ Scotch-Weld™ 2000 Adhesive	50% increase
3M™ 9080HL Tape	15% increase
3M™ 3812 Tape 1220mm x 508m	new price £10,207.45
3M™ 92205 Tape 210mm x 250m	new price £623.44
3M™ Cat#085 Tape ¼" x 36yds	new price £5.52

### 3M Automotive Aftermarket Division

The Nett Weighted Average List Price Increase will be 3%.

With the following exceptions at 0%;

- 3M™ PPS™
- 3M™ 2328 Masking Tape
- 3M™ Superfast Adhesive

Please see below for the average List Price Change % by Product Group

3M Abrasives	5%
3M Accuspray™	5%
3M Vehicle Appearance Materials	5%
3M Coatings	5%
3M™ PPS™	0%
3M Adhesives	5%
3M Sealers	5%
3M Masking	5%
3M Body Filler	5%

The below product families are subject to a new % discount off List Price, this change will also come into effect from 1<sup>st</sup> December 2017

- 3M™ Paper Masking Range
- 3M™ Clear Masking Film Range

## 3M Personal Safety Division

Price lists effective 1<sup>st</sup> December 2017

- With this e-mail 3M are providing the 3M Personal Safety core, 3M Welding Safety and 3M Communications Solutions price lists effective 1<sup>st</sup> December 2017.
- Standard list price increases are variable.
- Apply your distributor discounts in the space provided on the front page of the price lists and your individual net prices will be automatically calculated.\*
- An interactive price list (which is also suitable for printing), will be available for 1<sup>st</sup> December 2017.
- Net pricing for all 3M products you purchase including those outside of the 3M Personal Safety Division can also be extracted from our partner portal bCom. It is important to note that your receiving this email is not an indication that you have access to bCom; please see the enclosed job aid for further information on how to register and extract your net pricing.

\*Your current distributor discounts are applicable until 31<sup>st</sup> March 2018 when they will be reviewed based on your spend on 3M Personal Safety products (excluding 3M Fall Protection) between 01/04/17- 31/03/18.