



February 9, 2009

To: Aerospace Adhesive Direct-Purchasing Customers

As stated in a previous mailing dated January 16, 2009: “On February 16, 2009, the Aerospace and Aircraft Maintenance Department will have a list-price increase of 4% on all products. However, pricing will vary based on a shift to channel-directed sales.”

3M Aerospace has initiated a shift in our selling model to be more responsive to end-consumer needs relating to availability of product. We are investing in our channel partners, with the intent of providing a stocking option to you to minimize a potential increase in lead times from 3M. Once order pattern is established, our Authorized 3M Aerospace Distributor Network will be able to provide stock-to spec for many of products you currently buy, and with significantly less lead times.

Due to the escalating prices of a direct sales model, 3M Aerospace Adhesives pricing structure has been modified to align more appropriately with a distribution model. The intent is to empower our selected Authorized Aerospace Distributors to manage price and service in a way that better meets your needs and brings you the same value proposition you've come to expect from 3M. We hope to counter price changes with an elevated level of service through our distribution network. 3M Aerospace is committed to providing the highest quality, best level of service in the industry, and we feel our distributor network adds significant value to our supply chain.

You will soon find an authorized list of distributors, with contact info, on our website: www.3m.com/aerospace. Your Customer Service Rep (1-800-235-AERO) as well as your local 3M Aerospace Representative will assist in this transition.

We look forward to delivering the same quality products with significant lead time reductions, coupled with local distributors who can assist on a wide array of procurement needs. Thanks for your understanding during this transition.

Sincerely,

Scott Fitzgerald

Scott Fitzgerald
3M Aerospace Marketing Manager