

3M Industrial Adhesives and
Tapes Division

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January 15, 2017

To Our Customer and Distribution Partners:

Notification of a 3M™ Scotch-Weld™ Structural Adhesives Cartridge Change.

As part of our ongoing efforts to improve the quality, supply and optimize value to our customers we are changing the cartridge design of our smaller 2 part urethane and epoxy Duo-Paks that are produced in the USA. This will greatly reduce leaking, improve cross contamination at the nozzle and overall cartridge stability. The most notable change will be in cartridge sizing as follows:

Ratio	Current	New
1:1 (e.g. DP100)	50 ml	48.5 ml
2:1 (e.g. DP420)	37ml	50 ml

Please note that formulations are not affected.

As a result of these changes there are additional hardware change that need to be made in order to properly dispense and mix product. To communicate these changes our plan is have a post-card inserted into each case, instructing end users to ask for conversion support from their 3M authorized distributor sales team and local 3M sales rep. Through our sales force we will be providing you with presentation, post cards and pricing files. To support our end users, we are developing a conversion kit (12 nozzles and one plunger). Our ask is that you review this information with your 3M sales team and develop forecasts to ensure we have a very successful phase in / phase out.

Timing:

Initial distributor contact	Nov 2017
Initial post card insert in existing packaging	Nov 2017
SKU data upload (UPC, pricing etc.)	Nov 2017
Last 3M production make of existing SKUs	end of Jan 2018
3M Inventory transition	Through to March 1, 2018 or until supplies last

We look for your support of this transition. If you have any questions or need more information, please contact your 3M Cross Division Manager or visit our website at 3M.com/structuraladhesives.

Regards,

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Global Product Marketing Manager

Chris Enstrom
US Marketing Manager