



February 1, 2010
Re: 3M™ Scotchkote™ 306 and 314

Dear Valued Customer,

As stated in previous letters, we have had to make some immediate and tough decisions regarding the sale of 3M Scotchkote 306 and Scotchkote 314 Liquid Epoxy Coatings. Due to the abrupt discontinuation of one of the raw materials used in the manufacture of Scotchkote 306 and Scotchkote 314, coupled with an influx of orders, we find ourselves with no inventory. What's worse is we do not have the ability to manufacture any additional product.

Our recommended replacement product for Scotchkote 306 is 3M Scotchkote 323 Liquid Epoxy Coating. Scotchkote 323 is a 100% solids liquid epoxy coating, thus giving it a higher viscosity than Scotchkote 306 (83% solids). Aside from that major difference, there is a difference in color, Scotchkote 323 has a 2:1 mix ratio, and Scotchkote 323 has a wider array of packaging. Scotchkote 323 comes packaged in the following put-ups: 50ml cartridge, 450ml cartridge, quart kit, gallon kit, 5 gallon pail and 55 gallon drum, where 306 was packaged in 5 gallon pails and 55 gallon drums.

Our recommended replacement product for Scotchkote 314 is Scotchkote 323C. This is a version of Scotchkote 323 that has been color matched to Scotchkote 314. It does have the viscosity and ratio differences as noted above, but is only packaged in a 450ml cartridge, which is different from the quart kits of Scotchkote 314 that you are use to. These cartridges are packed 6/box. In order to make this transition as smooth as possible, 3M will compensate you with an applicator (\$88.00 value) for this 450 ml cartridge.

If you should have any questions what so ever, please feel free to contact our Customer Service Department who can get you in touch with our Technical Sales group. I would also highly recommend that you visit our web site at <http://www.3m.com/corrosion> where you can find product data sheets and an MSDS for the products.

Our Customer Service Department can be reached at 1-800-722-6721, and please feel free to contact me directly at 512/984-5684.

Sincerely,

A handwritten signature in black ink that reads "Jeff Wilkins".

Jeff Wilkins
3M
Corrosion Protection Products
Market Development Manager Liquids