

SUPPLIER BENEFITS OF ACQUISITION

GracoRoberts has acquired Silmid to significantly expand global presence into UK and Europe and become the most technically-focused aerospace specialty chemicals distributor in the world – we are a stronger force in representing, qualifying, and specifying your brand to more customers in a highly complex aerospace market

» *The Silmid acquisition delivers 6,000 customers from 120 countries around the globe*

GracoRoberts and Silmid operate in multiple advanced manufacturing markets, which means more opportunities to showcase your products in new markets and for new applications

» *Markets served: aerospace and defense – OEM and MRO, electronics, automotive, medical device, marine, energy, and more*

GracoRoberts can now offer on-demand access to tens of thousands of aerospace specialty chemicals globally through its ecommerce platform

*Silmid website offers even more opportunities to **purchase and source** your products*

- » *Site serves 100 countries, 11 different languages, and 3 different currencies*
- » *Free shipping on select orders, no minimum orders, split/mixed case orders, batch numbers and shelf life expiration dates, and real-time stock availability*
- » *Online quotes with convert-to-order functionality*
- » *Technical data sheets and OEM certificates available for download*
- » *Of particular benefit to global MRO/AOG customers who will have quicker access to in-stock product through the web*

As a true one-stop shop and solutions provider for our customers, we will be an even larger stocking distributor of your products around the world

» *Adhesives, sealants, surface treatments, paints and coatings, safety composite materials, shop consumables, and more*

With 200 years of combined aerospace materials expertise, we offer more technical expertise, support, and consultation to our customers in aerospace and other advanced manufacturing industries – with greater self-sufficiency -- which means less calls, meetings, and questions for you

The combined entities offer more sales & marketing channels to promote and sell your products: outside sales, inside sales, customer service, marketing, and a world-class multi-lingual and multi-currency ecommerce platform

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We will have a stronger physical footprint across the world which means more global geographic coverage and “feet on the street” in support of your product lines and brands

- » *GracoRoberts will continue to operate from Arlington, TX with distribution and service centers in all major aerospace hubs including the West (Carson, CA), Pacific Northwest (Kent, WA), Southeast/East (North Carolina) and Central (Wichita, KS) regions*
- » *Silmid will continue to operate from its fulfillment center in West Midlands, United Kingdom*

We will offer more value-added services and capabilities to solve every engineering problem which means more opportunities for product growth

- » *Services include: Custom packaging and dispensing, export and hazardous shipping specialists, custom formulation, vendor managed inventory, on-staff Chemists and lab and superior technical expertise*

We will have more resources and support than ever before to service and delight our customers and channel partners

- » *200 employees with vast expertise and knowledge in the markets we jointly serve*
- » *Backed and funded by CM equity, a private equity firm who specializes in aerospace, to drive customer innovation and growth*
- » *Key executives/management teams from both companies will remain with a singular focus of improving the customer experience*

We will continue to stand by the exceptional quality systems and operational processes that you have grown to expect, adopting each companies’ best practices to ultimately raise the bar

It is business as usual for us and for our relationship with you

- » *We remain fully committed to providing impeccable support to all our supplier and channel partners*
- » *Until further notice, your current points of contact and the way you do business with each company remain the same; correspondence should continue to be directed through the same offices and representatives*
- » *Until further notice, there will be no changes to our legal entity names or logos on existing payment processes, invoicing, or banking accounts*