



Dear Valued Customers,

Boeing announced today that it has completed the acquisition of KLX Aerospace Solutions (KLX). See the Boeing press release [here](#) for details.

While KLX will transition into Boeing's services business and will operate alongside Aviall, Boeing's wholly owned aerospace parts and services provider, during this transition, KLX's business operations will continue largely as they have to date. KLX will continue uninterrupted support of its customers with industry-leading services and solutions, and over one million SKUs of on-hand fastener, consumable and expendable parts and products.

We are excited to bring together the best aerospace distribution and service offerings in the world. This acquisition expands Boeing's capability as the premier provider of parts and productivity services in the aerospace industry, and offers every customer and supplier unparalleled value through a vast range of parts and products, services and supply chain solutions. We share a common culture of customer service excellence, innovation, inventory availability, quality and on-time delivery, and we are excited at the new business development opportunities that we can bring to you.

What are the benefits?

- We will create a one-stop source for customers with an expanded market basket, including a vast scope of parts and products available to support both Boeing and non-Boeing Commercial, Defense, and Business and General Aviation customers.
- We will provide customers with premier access to the aerospace industry supply chain through more than 3 million SKUs of inventory
- We will deliver innovative industry leading value-added service solutions and create a more efficient supply chain for the industry to support our customers' growth
- We will focus on methods to simplify our customers' experience and provide an expanded product and services offering to support customer requirements

What can you expect right now?

- No immediate changes to contacts or operations for KLX, Aviall, or Boeing Global Services. Further, any related changes will be shared well in advance of implementation.
- A dedicated transition team from both companies focused on prudent planning and implementing best practices from both organizations to improve customer experience.
- John Cuomo, Vice President, Aerospace Solutions Group and the KLX functional leadership team will continue to lead the Aerospace Solutions organization.

A transaction of this magnitude undoubtedly raises questions for many. Included with this letter, you'll find the most up-to-date FAQ. Please do not hesitate to contact your Boeing, Aviall or KLX representative for more information. Thank you all for your continued partnership and support - you have our commitment that our culture of customer service will continue.

Sincerely,

Ken Shaw
Vice President of Supply Chain
Boeing Global Services

John Cuomo
Vice President, Aerospace Solutions Group

KLX Integration

FAQs

Q. Will KLX change its name?

A. Eventually, yes. As a result of this acquisition, the name “KLX Aerospace Solutions” will retire in early 2019 and the business will go to market under a new name. You will receive advance notification and detailed communication before any changes occur.

Q. To whom do we send RFPs?

A. No changes. You will continue to send RFPs as you have. We will communicate any changes well in advance.

Q. What can we expect to occur when Boeing, Aviall and KLX join forces?

A. We are excited about the opportunities for the Boeing, Aviall and KLX team to become the world’s largest stocking distributorship and provider of value-added services to the entire commercial, defense, and business and general aviation aerospace global market, and to innovate services and solutions to reinvent supply chain management for our customers. We expect to provide advancements in predictive maintenance kitting, improved planning and forecasting capabilities, and the most complete and comprehensive response to RFPs in the industry. These initiatives will enhance Boeing’s collective performance and ability to meet the growing needs of our customers.

Q. I have a contract with KLX. Do I need a new/updated Boeing contract?

A. No. You will not need to change to a contract with Boeing. The KLX Inc. name will change at some point in the future, but there will be no immediate changes.

Q. What do I do if I have a return?

A. Follow the same authorization and return practices that you do today.

Q. Is there any impact to existing orders we have in place?

A. No. We will honor outstanding orders and back orders.

Q. We are currently reviewing bids from both Aviall & KLX. How do we now view them – as separate or the same company?

A. You do not need to do anything differently. With customers where we can provide additional value together, KLX and Aviall will work together and coordinate requests and proposals to deliver the most comprehensive portfolio of parts, products, and services to provide the best solution to customers.

Q. I have contracts in place with both KLX and Aviall. Will both be honored going forward through end of term?

A. Yes.

Q. Do all terms on my current contract still stand?

A. Yes.

Q. Whose eCommerce website should I use?

A. No changes. Please use the ShopKLX.com and Aviall.com as you currently do.

Q. Do I need to change where/who I make payments to?

A. No, please pay the company shown on the invoice.

Q. Will my KLX program support team stay the same?

A. Yes.

Q. I am a non-Boeing OEM customer. Will KLX be able to continue to support my product needs?

A. Yes. KLX will continue its full support of all non-Boeing OEMs. Further, Boeing, including Aviall, supports a wide range of non-Boeing products, and we will continue to support all product lines and platforms across the aviation industry.

Q. What changes today as a result of this announcement?

A. No changes to KLX day-to-day operations, including:

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| ▪ Your KLX contact(s) | NO CHANGE |
| ▪ KLX locations, phone numbers, emails | NO CHANGE |
| ▪ KLX organizational structure | NO CHANGE |
| ▪ KLX name | NO CHANGE |
| ▪ CAGE Codes | NO CHANGE |
| ▪ DUNS Number | NO CHANGE |
| ▪ SITA address | NO CHANGE |
| ▪ QMS and ERP System | NO CHANGE |
| ▪ Quality approvals, Quality documents | NO CHANGE |

Additionally, there are no changes to how you do business with either organization, including:

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|------------------------|-----------|
| ▪ Terms and Conditions | NO CHANGE |
| ▪ Returns | NO CHANGE |
| ▪ Customer status | NO CHANGE |
| ▪ EDI | NO CHANGE |
| ▪ Ecommerce | NO CHANGE |
| ▪ Pricing | NO CHANGE |
| ▪ Delivery | NO CHANGE |
| ▪ Bank/Payment details | NO CHANGE |