



Dear Valued Suppliers,

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. There are no expected changes to business operations today or the immediate future. 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 1 million SKUs of on-hand fastener, consumable and expendable parts and products.

We are excited to bring together the best aerospace distribution 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 our customers and suppliers unparalleled value through a unique ability to provide a vast range of parts and products, services and supply chain solutions. Boeing, Aviall, and KLX 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.

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.
- For our suppliers, this means that our combined companies offer what is arguably the largest and strongest stocking distributor services to manufacturers. Our collective goal is to provide our suppliers with access to one of the largest customer bases in aerospace – over 29,000 customers – and to support their products for both new build aircraft, component and aircraft repairs worldwide.
- We will deliver innovative, industry leading value-added service solutions to our customers while continuing our investment in - and commitment to - our stocking distribution model.
- We will be the best-equipped distribution and related service provider to support this dynamic and changing aerospace and defense market, which translates to extensive growth opportunities for our suppliers.
- As we grow, we believe that our supplier partners will grow with us and leverage our global sales force to access Boeing and non-Boeing aerospace platforms, regions and customers world-wide.

What can you expect right now?

- No immediate changes to contacts or operations for KLX, Aviall, or Boeing Global Services. Further, any 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 and grow the business.

- 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 the Aviall product name. You will receive advance notification and detailed communication before any changes occur.

Q. What changes do we need to make as a result of this announcement? Will KLX continue to operate under its current codes?

A. There are no changes to business operations until further notice. Additionally, there are no changes to:

▪ Your KLX contact(s)	NO CHANGE
▪ KLX locations, phone numbers, emails	NO CHANGE
▪ KLX organizational structure	NO CHANGE
▪ KLX name	NO CHANGE
▪ KLX Vendor Code	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
▪ Bank/Payment details	NO CHANGE

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

▪ Terms and Conditions	NO CHANGE
▪ Pricing	NO CHANGE
▪ Shipping and Delivery	NO CHANGE
▪ Payables	NO CHANGE

Q. We do business with both Boeing and/or Aviall and KLX. What do we need to do differently?

A. Nothing at this time. You will receive Purchase Orders from each respective company. Your terms and conditions and pricing remain unchanged with each respective organization.

For suppliers with contracts/POs with both Aviall and KLX, we will review and communicate with each supplier in a phased process.

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

A. No.

Q. Will you still support Airbus and Airbus subcontractors and airlines?

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

Q. Will KLX's regional Supply Chain support change?

A. No. There will be no immediate change. KLX will continue to have local representation in its existing regions.