



May 3, 2013

Dear Valued Customer/Distributor:

The Spraylat integration is progressing according to plan. There are still a number of details to be worked out, but we are making progress and hopefully maintaining or improving your customer experience where possible.

There are a couple of major milestones to announce:

1. May 28, logistics consolidation to Lima, OH and Whittier, CA
2. Q4 2013, customer service and sales policy consolidation

We separated these two events to keep change manageable for us and for you.

Effective Tuesday, May 28th, we will begin shipping all MPC and Spraylat-brand products from Matthews' Lima, OH distribution center. We will also begin billing from Matthews' Chillicothe, OH accounting center. Whittier, CA will be brought on-line as quickly as possible thereafter.

For MPC customers you should see no change. For Spraylat brand customers:

1. You will begin receiving shipments from Lima, OH or Whittier, CA
2. You will begin receiving invoices from Chillicothe, OH under MPC/PPG heading. **Please note the change in remittance address.**
3. Several product codes must change for systems reasons (list following). Please note these in your purchase database.
4. Will-call pick-ups in Chicago will no longer be possible.

To facilitate the warehouse relocation we will be implementing a service outage the week of May 20th for all Spraylat brand products. Orders received prior to close of business on Wednesday, May 15, will be shipped from Chicago. Orders received after May 15th will be shipped from Lima, but shipments will not be made until May 28th. This outage will not affect MPC products. Please make plans to bolster your inventories in advance of the outage. We apologize for any inconvenience this necessary outage may cause.

Whether an MPC customer, Spraylat customer, or both, you will continue to purchase MPC and Spraylat-brand products separately, through your normal channels, until Q4. You will still need to use separate POs and receive separate invoices. You will continue to purchase under separate sales/discount policy.

Sometime during Q4, we plan to consolidate customer service and sales policy. At that time, you will be able to place one order for all products and receive one invoice. We will provide further details on this transition in Q3.

Please do not hesitate to call your customer service contact if you have questions. For Matthews it is 800-323-6593. For Spraylat brand products it remains 773-646-5900.

Best Regards,

John P. Brandmeier
Director, Business and Operations

**PRODUCT CODE CHANGES for May 28 Logistics Integration
Series 20**

Existing Product Code	New Product Code effective May 28	Description
2001	ZZ2001	Lacryl 20-01 White Gloss Lead Free
2002	ZZ2002	Lacryl 20-02 White Matte Lead Free
20102	ZZ20102	Lacryl 20-102 Fire Red Lead Free
20104	ZZ20104	Lacryl 20-104 Bright Red
20114	ZZ20114	Lacryl 20-114 Medium Brown
20130	ZZ20130	Lacryl 20-130 Primrose Yellow
20132	ZZ20132	Lacryl 20-132 Lemon Yellow
20148	ZZ20148	Lacryl 20-148 Dark Green
20156	ZZ20156	Lacryl 20-156 Brilliant Blue
20313E	ZZ20313E	Lacryl 20-313E Duranodic (20-56)
20313	ZZ20313	Lacryl 20-313 Duranodic 313 (20-55)
2080	ZZ2080	Lacryl 20-80 Black Gloss Lead Free
2081	ZZ2081	Lacryl 20-81 Black Matte Lead Free
20BU	ZZ20BU	20-BU Burnt Umber
20CY	ZZ20CY	20-CY Chrome Yellow Medium
20LB	ZZ20LB	20-LB Lamp Black
20MO	ZZ20MO	20-MO Moly Orange
20MY	ZZ20MY	20-MY Medium Yellow
20PB	ZZ20PB	20-PB Phthalo Blue
20PG	ZZ20PG	20-PG Phthalo Green
20PY	ZZ20PY	20-PY Primrose Yellow
20QR	ZZ20QR	20-QR Quinacridone Red
20QV	ZZ20QV	20-QV Quinacridone Violet
20RO	ZZ20RO	20-RO Red Iron Oxide
20WH	ZZ20WH	20-WH White Concentrate
20YO	ZZ20YO	20-YO Yellow Iron Oxide
28090	ZZ28090	Series 280-90 Clear
20xxxx	ZZ20xxxx	Series 20 Factory Mix Special
		<i>To be discontinued due to very low demand</i>
		<i>Custom color will still be available</i>