



## Why Caterpillar Selected Henkel's Loctite Products

Listed below are key reasons for the move to Loctite:

- **Product quality:** Loctite is a well-known product line and highly respected globally.
- **Global availability:** REACH and Global Harmonization regulations have made it extremely difficult to offer products consistently worldwide, particularly to Europe, China and Russia. Because of Henkel's deep resources, those countries will now be able to more easily access a compliant solution.
- **Proven track record at Caterpillar:** For several years, Loctite products have been specified in production "first fit" in Caterpillar plants and have proven to be quality products.
- **Global compliance:** Henkel has a comprehensive system to keep Material Safety Data Sheets (MSDS) and Technical Specification Sheets current and compliant, so Loctite products are properly labeled, and supplied in the appropriate languages and laws of each region.
- **Customer support:** Henkel excels in customer service support, technical support, product training and field sales support—globally. Dealers will have access to Loctite support representatives 24/7, Each region of the world has a Loctite customer service representative assigned to specific Dealers, and the contact list contains your respective representative's name, email address, and phone and fax numbers. Most regions will have country specific representatives.
- **Product distribution centers:** Loctite locations around the world enhance product availability and reduce or eliminate concerns that come with the transportation of highly flammable chemicals. All Loctite products ship from within each region of the world.
- **Product line:** Loctite's extensive product line offers a cross-reference match for every current Cat-branded adhesive and sealant. As a one-stop-shop for the entire line of products on a global basis, Loctite eliminates fragmenting suppliers among different chemical manufacturers.
- **Large team of support experts:** Henkel employs thousands of support personnel, including those devoted to ensuring compliance.

From our years of experience with Loctite products at Caterpillar plants, we are certain the transition to Loctite replacement products will fortify a great partnership, and benefit Dealers and customers in every region of the world. If you have any questions or concerns, please don't hesitate to contact me.

Regards,

Andrew Burks  
Marketing Consultant  
Caterpillar Inc.  
Phone: 1-309-578-6016  
Email: Burks\_Andrew\_D@cat.com