



September 9, 2016

Dear Customer,

We recently became aware that our letter dated September 1, 2016 announcing price increases effective October 1, 2016 for certain Oxygenated Solvents products did not get properly distributed to you. To clear up any confusion with respect to a follow up letter dated September 7, 2016 that you may have received; we are providing clarification below of the price increase announcements that apply to you. We apologize for any inconvenience and any confusion we may have caused.

- 1. Letter dated August 15, 2016 regarding various Oxygenated Solvents products (a copy is included in Attachment A)**
 - Off-List price increase of \$0.04/lb. effective September 15, 2016, or as contracts allow, on certain Alcohols, OXO Acids, OXO Esters, P-Series Glycol Ethers, and E-Series Glycol Ethers.
 - Off-List and Zone 1 List price increases effective September 15, 2016, or as contracts allow, on certain Performance Solvents.
- 2. Letter dated August 17, 2016 regarding Isopropanol (a copy is included in Attachment B)**
 - Off-List price increase of \$0.05/lb. effective September 15, 2016, or as contracts allow, on all grades of Isopropanol.
- 3. Letter dated September 1, 2016 regarding Isopropanol (a copy is included in Attachment C)**
 - Off-List price increase of \$0.10/lb. effective September 15, 2016, or as contracts allow, on all grades of Isopropanol. This is in addition to the \$0.05/lb. price increase announced in the prior letter dated, August 17, 2016.
- 4. Letters dated September 1, 2016 and September 7, 2016 regarding various Oxygenated Solvents products (only a copy of the letter dated September 7, 2016 is included in Attachment D)**
 - Because the letter dated September 1, 2016 regarding various Oxygenated Solvents products did not get properly distributed, we are withdrawing that letter and will apply price increase according to the letter dated September 7, 2016 only.
 - Off-List price increase of \$0.07/lb. effective October 1, 2016, or as contracts allow, on certain Acetone Derivatives.
 - Off-List price increase of \$0.03/lb. effective October 1, 2016, or as contracts allow, on certain Acids, Alcohols, and Esters. For products that also appear in the letter dated August 15, 2016, these increases are in addition to such previously announced price increases.

Please contact your Dow sales representative to answer any questions you might have regarding these price increases. Thank you for your past business and continued support of Dow Oxygenated Solvents.

Sincerely,

A handwritten signature in black ink that reads "D Rothhaar". The "D" is large and stylized, followed by the name "Rothhaar" in a cursive script.

Derek Rothhaar
Product Manager
Oxygenated Solvents
The Dow Chemical Company
Phone: 989-633-2302
dwrothhaar@dow.com

ATTACHMENT A



The Dow Chemical Company
Midland, MI 48674
U.S.A.

August 15, 2016

Dear Customer,

Effective September 15th, 2016, or as contracts allow, The Dow Chemical Company (Dow) will increase off-list selling prices on select products in the Oxygenated Solvents portfolio, as listed in the attached document.

Please contact your Dow sales representative to answer any questions you might have regarding this price increase.

Thank you for your past business and continued support of Dow Oxygenated Solvents.

Sincerely,

Handwritten signature of Derek Rothhaar in black ink.

Derek Rothhaar
Product Manager
Solvents and Intermediates
Oxygenated Solvents
The Dow Chemical Company
Phone: 989-633-2302
dwrothhaar@dow.com

Handwritten signature of Kyle Stratton in black ink.

Kyle Stratton
Product Manager
Glycol Ethers
Oxygenated Solvents
The Dow Chemical Company
Phone: 989-638-1553
knstratton@dow.com

ATTACHMENT A (continued)

Oxygenated Solvents

Off-List Price Increase Attachment (listed in US Dollars)

| Oxygenated Solvents (all grades) | Effective 9/15/16 (per lb.) | Zone 1 List Price Effective 9/15/2016 | New List Price |
|-------------------------------------|--------------------------------|---|----------------|
| Alcohols | | | |
| 2-Ethylhexanol | \$0.04 | | No |
| Propanol | \$0.04 | | No |
| Propanol Mixtures | \$0.04 | | No |
| n-Butanol | \$0.04 | | No |
| Isobutanol | \$0.04 | | No |
| Isobutanol Mixtures | \$0.04 | | No |
| OXO Acids | | | |
| 2-Ethylhexoic Acid | \$0.04 | | No |
| OXO Esters | | | |
| n-Butyl Acetate | \$0.04 | | No |
| Isobutyl Acetate | \$0.04 | | No |
| Isopropyl Acetate | \$0.04 | | No |
| n-Propyl Acetate | \$0.04 | | No |
| UCAR™ Butyl Propionate | \$0.04 | | No |
| UCAR™ Propyl Propionate | \$0.04 | | No |
| P-Series Glycol Ethers | | | |
| DOWANOL™ PM | \$0.04 | | No |
| DOWANOL™ PMA | \$0.04 | | No |
| DOWANOL™ DPM | \$0.04 | | No |
| DOWANOL™ DPMA | \$0.04 | | No |
| DOWANOL™ TPM | \$0.04 | | No |
| E-Series Glycol Ethers | | | |
| CARBITOL™ | \$0.04 | | No |
| Butyl CELLOSOLVE™ | \$0.04 | | No |
| Butyl CARBITOL™ | \$0.04 | | No |
| Butyl CELLOSOLVE™ Acetate | \$0.04 | | No |
| Butyl CARBITOL™ Acetate | \$0.04 | | No |
| Performance Solvents | | | |
| Propyl CELLOSOLVE™ | \$0.04 | 1.99 | Yes |
| Hexyl CELLOSOLVE™ | \$0.15 | 2.74 | Yes |
| Hexyl CARBITOL™ | \$0.15 | 2.89 | Yes |
| Proglyde DMM | \$0.20 | 3.51 | Yes |
| DOWANOL™ PGDA | \$0.20 | 3.05 | Yes |
| DOWANOL™ DPnP-U | | 2.89 | Yes – New |
| DOWANOL™ EPH NF | | 2.43 | Yes – New |

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® ™ Trademark of The Dow Chemical Company ("Dow") or an affiliated company of Dow

ATTACHMENT B



The Dow Chemical Company
Midland, MI 48674
U.S.A.

August 17, 2016

Dear Customer,

Effective September 15, 2016, or as contracts allow, The Dow Chemical Company (Dow) will increase off-list selling prices on select products in the Oxygenated Solvents portfolio, as listed below.

Oxygenated Solvents
Off-List Price Increase (listed in US Dollars)

| | Effective 9/15/2016 (per lb.) |
|-------------------------|-------------------------------------|
| Isopropanol | |
| Isopropanol, All Grades | \$0.05 |

Please contact your Dow sales representative to answer any questions you might have regarding this price increase.

Thank you for your past business and continued support of Dow Oxygenated Solvents.

Sincerely,

A handwritten signature in black ink that reads "D Rothhaar".

Derek Rothhaar
Product Manager
Oxygenated Solvents
The Dow Chemical Company
Phone: 989-633-2302
dvrothhaar@dow.com

ATTACHMENT C



The Dow Chemical Company
Midland, MI 48674
U.S.A.

September 1, 2016

Dear Customer,

Effective September 15, 2016, or as contracts allow, The Dow Chemical Company (Dow) will increase off-list selling prices on select products in the Oxygenated Solvents portfolio, as listed below. This is in addition to the price increase announced in the prior letter dated, August 17, 2016.

Oxygenated Solvents
Off-List Price Increase (listed in US Dollars)

| | Effective 9/15/2016 (per lb.) |
|-------------------------|-------------------------------------|
| Isopropanol | |
| Isopropanol, All Grades | \$0.10 |

Please contact your Dow sales representative to answer any questions you might have regarding this price increase.

Thank you for your past business and continued support of Dow Oxygenated Solvents.

Sincerely,

A handwritten signature in black ink that reads "D Rothhaar".

Derek Rothhaar
Product Manager
Oxygenated Solvents
The Dow Chemical Company
Phone: 989-633-2302
dvrothhaar@dow.com

ATTACHMENT D



The Dow Chemical Company
Midland, MI 48674
U.S.A.

September 7, 2016

Dear Customer,

You recently received a letter dated September 1, 2016 regarding off-list selling prices on select products in the Oxygenated Solvents portfolio. That letter included inadvertent pricing errors. This letter supersedes the September 1 letter in all respects. We sincerely apologize for any inconvenience.

Effective October 1, 2016, or as contracts allow, The Dow Chemical Company (Dow) will increase off-list selling prices on select products in the Oxygenated Solvents portfolio, as listed in the attached document. This is in addition to the price increase announced in the prior letter dated August 15, 2016.

Please contact your Dow sales representative to answer any questions you might have regarding this price increase.

Thank you for your past business and continued support of Dow Oxygenated Solvents.

Sincerely,

A handwritten signature in black ink that reads "D Rothhaar".

Derek Rothhaar
Product Manager
Oxygenated Solvents
The Dow Chemical Company
Phone: 989-633-2302
dwrothhaar@dow.com

ATTACHMENT D (continued)

Oxygenated Solvents

Off-List Price Increase (listed in US Dollars)

| Acetone Derivatives | Effective 10/1/2016 (per lb.) |
|---------------------|-------------------------------------|
| MIBK, All Grades | \$0.07 |
| MIBC | \$0.07 |
| DIBK | \$0.07 |

| Acids | Effective 10/1/2016 (per lb.) |
|--------------------|-------------------------------------|
| 2-Ethylhexoic Acid | \$0.03 |

| Alcohols | Effective 10/1/2016 (per lb.) |
|---------------------|-------------------------------------|
| n-Butanol | \$0.03 |
| Isobutanol | \$0.03 |
| Isobutanol Mixtures | \$0.03 |
| 2-Ethylhexanol | \$0.03 |

| Esters | Effective 10/1/2016 (per lb.) |
|-------------------|-------------------------------------|
| Isopropyl Acetate | \$0.03 |
| Butyl Acetate | \$0.03 |
| Isobutyl Acetate | \$0.03 |
| Propyl Propionate | \$0.03 |
| Butyl Propionate | \$0.03 |
| UCAR™ Ester EEP | \$0.03 |
| UCAR™ Filmer IBT | \$0.03 |

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