

INEOS Oxide

A Division of INEOS Americas LLC

September 29, 2016

Dear Distributor:

Effective October 15, 2016, or as contracts permit, INEOS Oxide will increase **list prices by \$0.05 per pound** and **off-list prices by \$0.10 per pound** for all grades of **Monoethanolamine, Diethanolamine, and Triethanolamine**. Prices not to exceed the List Price schedule that follows:

Monoethanolamine (Bulk, Commercial Grade and Low Freeze Grade)	= \$1.05/lb.
Monoethanolamine Electronics Grade (Bulk)	= \$1.27/lb.
Monoethanolamine Pure Grade (Bulk)	= \$1.27/lb.
Diethanolamine (Bulk, Commercial Grade and Low Freeze Grade)	= \$1.14/lb.
Triethanolamine (Bulk, All Grades, excluding specialty Grades)	= \$1.07/lb.
Triethanolamine Electronics Grade (Bulk)	= \$1.22/lb.
Triethanolamine Pure Grade (Bulk)	= \$1.22/lb.
Trolamine NF (Bulk)	= \$1.27/lb.

Zone Differential:

Zone 2: +\$0.01/lb

Zone 3: +\$0.04/lb.

Our bulk-to-package differentials are as follows:

<u>Drums Purchase Quantity</u>	<u>Bulk-to-Drum Upcharge</u>	<u>Freight Terms</u>	<u>Lead Time</u>
80 drums	+\$0.18/lb.	SAF	Two weeks
40 – 79 drums	+\$0.28/lb.	BAF	Two weeks
20 - 39 drums	+\$0.40/lb.	BAF	Four weeks
12 - 19 drums	+\$0.60/lb.	BAF	Four weeks
4 - 11 drums	+\$1.00/lb.	BAF	Four weeks
1 - 3 drums	+\$1.50/lb.	BAF	Four weeks

Thank you for your valued business and support of INEOS Oxide as a supplier for your Ethanolamine requirements. If you have any questions, please contact your INEOS Regional Sales Manager.

Regards,



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RCS/s