

INEOS Oxide

A Division of INEOS Americas LLC

August 1, 2011

Dear Customer:

Effective August 15, 2011, or as contracts permit, INEOS Oxide will increase list and off-list prices for all grades of **Monoethanolamine, Diethanolamine, Triethanolamine, Trolamine, and Alkanolamine 5503** by **\$0.05 per pound**. Prices not to exceed the new schedule that follows:

Monoethanolamine (Bulk, Commercial Grade and Low Freeze Grade)	= \$1.06/lb.
Monoethanolamine Electronics Grade (Bulk)	= \$1.11/lb.
Diethanolamine (Bulk, Commercial Grade and Low Freeze Grade)	= \$1.16/lb.
Triethanolamine (Bulk, All Grades, excluding Electronics Grade)	= \$1.08/lb.
Triethanolamine Electronics Grade (Bulk)	= \$1.15/lb.
Trolamine (Bulk, All Grades, excluding Kosher Grade)	= \$1.24/lb.
Trolamine 99 NF Kosher Grade (Bulk)	= \$1.34/lb.
Alkanolamine 5503	= \$0.81/lb.

Zone Differential:

Zone 2: +\$0.01/lb

Zone 3: +\$0.04/lb.

Our bulk-to-package differentials and terms remain as follows:

<u>Drums Purchase Quantity</u>	<u>Bulk-to-Drum Upcharge</u>	<u>Freight Terms</u>	<u>Lead Time</u>
80 drums	+\$0.15/lb.	SAF	Two weeks
40 – 79 drums	+\$0.18/lb.	BAF	Two weeks
20 - 39 drums	+\$0.20/lb.	BAF	Four weeks
12 - 19 drums	+\$0.25/lb.	BAF	Four weeks
4 - 11 drums	+\$0.30/lb.	BAF	Four weeks
1 - 3 drums	+\$0.40/lb.	BAF	Four weeks

The increases are necessary to warrant continued reinvestment in the business.

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



Regards,

Morton Aubrey

Business Manager, Ethanolamines

Phone: 713.243.6207

Fax: 713.243.6220

E-mail: morton.aubrey@ineos.com

MDA/s

INEOS ETHANOLAMINES - CONSUMER ONLY

PRODUCT	EFF DATE	BULK MIN	#/GAL	PKG MIN	GR/NET	BULK	PACKAGED					
						CTT	TL, CL*	40-79	20-39	12-19	4-11	1-3
						TC/TC 45M LB	MXLD 80 DR	DR	DR	DR	DR	DR
ALK 5503	021201	0850L	9.40	N/A	N/A	0.81	N/A	N/A	N/A	N/A	N/A	N/A
DIETHANOLAMINE	021201	0811L	9.05	0811DS480	518/480	1.16	1.31	1.34	1.36	1.41	1.46	1.56
DEA LFG 85	021201	0813L	8.96	N/A	N/A	1.16	N/A	N/A	N/A	N/A	N/A	N/A
MONOETHANOLAMINE	021201	0800L	8.44	0800DP460	488/460	1.06	1.21	1.24	1.26	1.31	1.36	1.46
MEA LFG 85	021201	0802L	8.48	N/A	N/A	1.06	N/A	N/A	N/A	N/A	N/A	N/A
MEA LIG	021201	0800LI	8.50	0800DP460i	509/460	1.06	1.21	1.24	1.26	1.31	1.36	1.46
MEA NF	021201	0800LN	8.44	N/A	488/460	1.22	Contact ChemPoint.com 800.485.9569					
MEA ELEC GR	021201	0800LE	8.44	0800DP460E	488/460	1.11	1.26	1.29	N/A	N/A	N/A	N/A
TEA 85	021201	0830L	9.33	0830DS510	548/510	1.08	1.23	1.26	N/A	N/A	N/A	N/A
TEA 85 LFG 85	021201	0832L	9.10	N/A	N/A	1.08	N/A	N/A	N/A	N/A	N/A	N/A
TROLAMINE 85 NF	021201	0834LN	9.33	N/A	N/A	1.24	Contact ChemPoint.com 800.485.9569					
TEA 99	021201	0820L	9.35	0820DS510	548/510	1.08	1.23	1.26	1.28	1.33	1.38	1.48
TEA 99 LFG 85	021201	0822L	9.10	N/A	N/A	1.08	N/A	N/A	N/A	N/A	N/A	N/A
TEA ELEC GR	050103	0820LE	9.35	0820DP510E	548/510	1.15	1.30	1.33	N/A	N/A	N/A	N/A
TROLAMINE 99 NF***	021201	0824LN	9.35	N/A	N/A	1.24	Contact ChemPoint.com 800.485.9569					
TROLAMINE 99 NF Kosher	031005	0824LNK	9.35	N/A	N/A	1.34	Contact ChemPoint.com 800.485.9569					

STANDARD FREIGHT TERMS:

FCA SHIPPING POINT
 SELLER ABSORBS FRT (SA) - 45,000 LBS (BULK) OR 80 DR MINIMUM
 LTT BULK (2000 gal min.) - SA ON EOA LBS. BUYER ABSORBS (BA) DEAD FREIGHT†
 LTT BULK (< 2000 gal) - BUYER ABSORBS (BA) FOR ENTIRE SHIPMENT
 LTL PACKAGE - BUYER ABSORBS FREIGHT, NO FREIGHT ALLOWANCES
 CPU (TT or LTT) - FREIGHT ALLOWANCES PERMITTED ON EOA LBS SHIPPED

STANDARD PAYMENT TERMS:

NET 30 DAYS FROM DATE OF INVOICE

STANDARD LEAD-TIME:

DRUM ORDERS ≥40 drums @ 2 WEEKS
 DRUM ORDERS <40 drums @ 4 WEEKS
 BULK T/T ORDERS - NEXT DAY FOR ORDERS RECEIVED BEFORE NOON (CST)
 BRC ORDERS - 6 DAYS
 \$350 RUSH-ORDER FEE FOR NON-STANDARD LEAD-TIME ORDERS

* CL IS 80 DR UNPALLETIZED, 72 DR PALLETIZED

**PLEASE NOTE: All BULK products except LFG, during cold weather include "HEAT REQUIRED" on Bill of Lading.

***SAME PRODUCT AS TEA 99 - LISTED BY GOVERNMENT NAME

†CUSTOMER PAYS "PHANTOM FREIGHT"

EFFECTIVE: 08/15/11
 ISSUED: 08/01/11
 SUPERCEDES: 12/15/09

Marketing Coordinator: JANE GUERRERO - 713-243-6205
 Business Manager: MORTON AUBREY - 713-243-6207

ZONE UPCHARGES:

ZONE 1 - NAA ALL STATES NOT LISTED IN ZONES 2 AND 3,
 CANADA - ON, QUEBEC, AND MANITOBA
ZONE 2 - CA, AZ, AND MARITIME CANADIAN PROVINCES (+.01/LB)
ZONE 3 - WA, ID, OR, MT, ND, SD, WY, NV, UT, CO, NM, (+.04/LB)
 CANADA - BC, ALBERTA, SASKATCHEWAN (+.04/LB)

SHIPMENT "FREE TIME" & DEMURRAGE RATES:

Allowable free time for tank truck shipment is 2 hours for unloading.
Demurrage rate will be \$75.00 per hour per tank truck.
 Allowable free time for BRC shipment will be 7 days on customer's track,
 or three days if railcar is stored on public track.
Demurrage rate will be \$125.00 per day for railcars.

EXCEPTIONS:

Where applicable for NF shipments only, please contact ChemPoint
 at 800.485.9569 for freight & payment terms, lead times and upcharges.