



The Chemical Company

August 29, 2014

Dear Valued Customer,

Effective October 1, 2014, or as contracts allow, BASF Corporation is raising the price for all Pluracol® polyol products by \$0.08 per pound. This increase is driven by increased costs and limited availability of raw materials.

Your BASF Account Manager will provide further details of this announced increase and is available to answer any questions you may have. We appreciate your continued support for BASF Urethane Chemicals.

Regards,

A handwritten signature in cursive script that reads "John E. Maloney".

John Maloney  
Business Director  
Urethane Chemicals  
Flexible Raw Materials