



The Chemical Company

July 1, 2014

Dear Valued Customer,

Effective August 1, 2014, or as contracts allow, BASF Corporation is implementing the price increase that was previously announced as having an effective date of May 15, 2014. Competitive market conditions caused the move to the new effective date aforementioned. To reiterate the increase announced on April 21, 2014 all Lupranate® MDI products increase by \$0.08 per pound, Lupranate® TDI products increase by \$0.06 per pound, and all Pluracol® polyol products increase by \$0.06 per pound. This increase is driven by increased energy and transportation costs as well as strong demand and limited supply.

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

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