

ZAC de Milieux  
42163 Andrézieux Cedex -FRANCE  
tél: +33 (0)4 77 36 86 00  
fax: +33 (0)4 77 36 86 96  
info@snf.fr

.

.

.

.

.

.

Andrézieux, 31<sup>st</sup> May 2010

**Subject: Price increase from SNF France  
Effective July 1<sup>st</sup> 2010 (shipping date)**

Dear Customer,

The market of acrylic monomers, and **especially acrylic acid**, driven by the propylene price increase and its shortage is out of control today. Fortunately we are able to buffer partially by our contracts against spot prices.

Outside the acrylic market, there is also a very large increase of price due to **allylchloride** for polyDADMAC and **epichlorhydrine** for polyamines. DADMAC costs, imported from USA, are also impacted by the devaluation of the Euro against the Dollar.

We are increasing the prices according to our knowledge of **June 1<sup>st</sup>** market situation, but this can be worse on July 1<sup>st</sup> as some prices are still quarterly based.

**From July 1<sup>st</sup> shipments**, we will apply to all products the following price increases, or as existing customer contracts stipulate:

<b>Anionic powders</b>	<b>0 – 50%</b>	<b>6%</b>
	<b>50 – 100%</b>	<b>8%</b>
<b>Cationic powders</b>	<b>0 – 10%</b>	<b>4%</b>
	<b>10 – 100%</b>	<b>3%</b>
<b>Anionic emulsions</b>		<b>6%</b>
<b>Cationic emulsions</b>		<b>4%</b>
<b>Polyamines 50%</b>		<b>11%</b>
<b>PolyDADMAC 20-40%</b>		<b>24%</b>
<b>PolyDADMAC beads</b>		<b>17%</b>
<b>Dispersants</b>		<b>16%</b>
<b>Floprint</b>		<b>6%</b>
<b>DEC 50 – 50</b>		<b>4%</b>
<b>PAM solutions</b>		<b>4%</b>

We will try to control raw material costs at the best in this period of shortage by cooperation with our traditional suppliers, but we cannot avoid purchasing imported materials at spot prices which are not valued in this letter.

We hope, the present financial crisis will probably reduce the pressure on volume of raw materials and stabilize their price for a certain time.

Sincerely,

René Pich  
General Manager, SNF sas

## **PRICE INCREASE FROM SNF FRANCE**

**Effective on**  
**July 1<sup>st</sup> 2010**

<b>Powders / Beads</b>		<b>Price increase (%)</b>
<b>Anionic : 0 – 50%</b>	FA 920 – AH 912 AN 905 – AN 945 AB 005 – AB 305 AL P 30 – AL P 40	<b>6</b>
<b>Anionic : 50 – 100%</b>	AN 956 – AN 995 AB 705 – AB 995 AL P 50 – AL P 99	<b>8</b>
<b>Cationic : 0 – 10%</b>	FO 4107 – FO 4190 KB 106	<b>4</b>
<b>Cationic : 10 – 100%</b>	FO 4240 – FO 4990 KB 156 – KB 606 FO 8000	<b>3</b>
<b>Cationic coagulants</b>	DB 45	<b>17</b>

<b>Emulsions</b>		<b>Price increase (%)</b>
<b>Anionic</b>	EM 3 DW 3 AL E	<b>6</b>
<b>Cationic</b>	EM 4 DW 4 FB	<b>4</b>
<b>Thickeners</b>	FLOPRINT FLOSOFT	<b>6</b>

<b>Others</b>		<b>Price increase (%)</b>
Polyamines 50%		<b>11</b>
Polydadmac 20–40%		<b>24</b>
Dispersants	FLOSPERSE	<b>16</b>
DEC 50–50		<b>4</b>
Solutions		<b>4</b>

**For other products, please contact SNF sas**