

August 2, 2010

First and foremost, CMAI deeply values the long-standing support our clients provide all over the globe. Without you, we would not have been able to continuously enhance the quality and expand the range of value-adding services you require and deserve.


Investments aimed at strategically improving the breadth and depth of our industry analysis and forecasts, as well as the ease of your access to these services, has continued at CMAI, even in the face of challenging economic times. Regardless of your location or product focus, you have noticed our growing organization of seasoned professionals around the globe and the addition of new services and analyses in order to better support your varied business requirements. I can assure you that our investment in developing a wider array of premier chemicals, plastics and fibers consulting services, led by seasoned, industry-trained professionals focused on providing the very best in client services will continue, as it has for the last thirty-one years. Unfortunately, this expanded service capability does not come without the increased operating costs associated with adding high quality resources to our growing organization. **Therefore, effective January 1, 2011, service fees for CMAI Annual World Analyses will increase to the levels defined in the attached schedule. Service fees for the vast majority of CMAI's various Market Advisory Services (Market Reports) will remain unchanged for 2011.**

Of course, we are acutely aware of the difficult economic environment many of our clients have faced in recent months and the cyclical nature of earnings in the industries we follow. In fact, in an effort to provide maximum value to our clients, we made a conscious decision to hold most of our fees constant the last few years, despite rising operating costs and expanded product and market coverage. The last World Analysis fee increase occurred in 2005, thus making this modest increase equivalent to around 2.6 percent per year. Further, to assist with managing your budget, orders for the 2011 editions of the CMAI Annual World Analyses placed prior to January 1, 2011 will be provided at the 2010 fee level.

Please note that there will be no limitations placed on the features you receive with each World Analysis. On-line access to the Capacity and Supply/demand Databases and the study's files, and the personal interaction with our consultants around the world will continue to be included, enhancing the value you receive.

CMAI recognizes that notification of the raising of fees is never a welcome message. In that regard, we appreciate your understanding in this matter and look forward to another 30+ years of providing you "*Excellence and Experience in Chemicals, Plastics, and Fibers Consulting*".

***Thank You For Allowing Us To Be Part of Your Success – Now And In The Future.***



Gary Adams  
President

# CMAI MARKET & PLANNING ADVISORY SERVICES & FEES

## EFFECTIVE JANUARY 1, 2011

### 1. MARKET ADVISORY SERVICES (MARKET REPORTS)

Each CMAI Market Advisory Service is supported by:

- Access to the respective service consultants who will provide a reasonable amount of consulting, explanation and basic support in order to provide a fundamental understanding of the analysis.
- Analysis of current market conditions; prices, margins, forecasts of future trends, supply/demand, operating schedules and trade.
- A user name and password for unlimited Internet Download Access of the respective Market Advisory Service.
- Unlimited internet access to CMAI's price and economic data for the products contained in the respective service, including history and forecast.
- Two (2) email copies to any location worldwide. Additional email copies are available for an additional fee of USD \$100 (£75 for EMRA & SAMR, €110 for EMRO, PVCSR and TIR) per email address. Printed copies of monthly services can be provided upon request for an additional fee of US\$300 per copy.
- CMAI's **Economy & Energy Overview**, which reviews trends in global and regional economies and the outlook for crude oil and natural gas markets. Market Advisory Service clients have access to the economics and energy consultants who will provide a reasonable amount of consulting, explanation and basic support in order to provide a good understanding of the analysis.
- These services are available at additional copy fees to subsidiary companies that are owned at least 60% by the holding company assuming this is approved by the sponsoring holding company
- Clients of CMAI's Market Advisory Services benefit from "client" prices for CMAI Annual World Analyses.
- The fee is net of any withholdings or local taxation and are subject to additional local tax (Sales Tax, VAT, Goods & Services Tax), where applicable.

<u>SERVICE</u>	<u>ANNUAL FEE</u>
<b>Aromatics Market Report –North America (AMR)</b>	<b>\$9,000</b>
<b>Aromatics Daily-North America</b> ( <i>must be a client to AMR, EMRA or AMRA</i> )	<b>\$1,500</b>
<b>Asian Market Report – Aromatics (AMRA)</b>	<b>\$9,000</b>
<b>Acetone Market Report (ACMR)</b>	<b>\$3,500</b>
<b>Global Fiber &amp; Feedstocks Market Report (GFFR)</b>	<b>\$9,000</b>
<b>Global Chlor-Alkali Market Report (CMR)</b>	<b>\$8,200</b>
<b>China Chlor-Alkali/PVC Market Report (CCMR)</b>	<b>\$8,200 (1)</b>
<b>Europe PVC Stream Market Report (PVCSR)</b>	<b>€6,000</b>
<b>Global Soda Ash Market Report (SAMR)</b>	<b>£3,000</b>
<b>Global Plastics &amp; Polymers Market Report (GPPR)</b>	<b>\$9,000 (2)</b>
<b>Global Plastics &amp; Polymers Market Report - Asia/Middle East/India (GPPR-AMIR)</b>	<b>\$9,000 (3)</b>
<b>Global Plastics &amp; Polymers Market Report – European Update (GPPR-EU)</b> ( <i>must be a client to GPPR or GPPR-AMIR</i> )	<b>\$1,000</b>
<b>Global Engineering Resins Market Report (GERR)</b>	<b>\$9,000 (4)</b>
<b>PET Stream Market Report (PETSr)</b>	<b>\$10,000/€2,250</b>
<b>Methanol Market Report (WMR)</b>	<b>\$5,500</b>
<b>Global Outlook for Feedstocks (C4s) &amp; Elastomers Report (GOFER)</b>	<b>\$9,000</b>
<b>Global Outlook for Feedstocks (C4s) &amp; Elastomers – Asian Weekly (GOFER-AW)</b> ( <i>must be a client to the GOFER</i> )	<b>\$2,000</b>
<b>Tire Index Report (TIRE)</b>	<b>€3,000</b>
<b>Monomers Market Report – North America Light Olefins (MMR)</b>	<b>\$9,000</b>
<b>Asian Market Report – Light Olefins (AMRLO)</b>	<b>\$8,500 (5)</b>
<b>Ethylene Glycol, Oxide &amp; Derivatives Market Report (EGODR)</b>	<b>\$9,000</b>

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Europe/Middle East Market Report - Olefins (EMRO)	€8,250
European Market Report - Aromatics (EMRA)	£5,600
European Aromatics Daily Report <i>(must be a client to AMR, EMRA or AMRA)</i>	£900
China Reports (Chinese language)	
Polyolefins	RMB 30,000
Chlor-Alkali/PVC	RMB 20,000

### Notes

- (1) For clients who also receive the CMR, the CCMR is \$4,000.
- (2) For clients who also receive the MMR, AMR, EMRO, EMRA, AMRLO or AMRA, the GPPR annual fee is \$8,000.
- (3) For clients who also receive the MMR, AMR, EMRO, EMRA, AMRLO or AMRA, the GPPR-AMIR annual fee is \$8,000. For clients who also receive the GPPR, the GPPR-AMIR annual fee is \$4,500.
- (4) For clients who also receive the AMR, EMRA, AMRA, MMR, EMRO or AMRLO, the GERR annual fee is \$8000.
- (5) For clients who also receive the MMR and EMRO, the AMRLO annual fee is \$6,500.

## 2. PLANNING ADVISORY SERVICES/ANNUAL WORLD ANALYSES

Each CMAI Annual World Analysis is supported by:

- Access to the respective service consultants who will provide a reasonable amount of consulting, explanation and basic support in order to provide a fundamental understanding of the analysis.
- Detailed and comprehensive global market outlook for each respective product group. These analyses include world, regional and country-by-country analysis of market structure, strategic issues and emerging trends.
- Production capacities, supply/demand balances, capacity balances, trade grids, production economics (cash costs and margins) and price forecasts. Updates to supporting long term price forecasts are provided upon request.
- Each Analysis covers a period of eleven years (five of history, the base year, and five of forecast).
- Access to CMAI's on line capacity and supply/demand databases for the product areas covered by the respective studies.
- Purchases of each Analysis include one (1) copy in book format and one copy (1) in CD format, unless otherwise indicated on the order form for the service.
- Additional copies (either book or CD) are available at an additional cost of \$300 per analysis.
- Shipping & Handling Fees will apply. Fee may increase with addition of multiple hardback copies.
- All fees are subject to local tax (Sales Tax, VAT, Goods & Services Tax), where applicable.

\*"Client" pricing is offered to clients of any CMAI Market Advisory Consulting Service or clients who have already purchased at least one current year World Analysis.  
All others will be invoiced "Initial Purchase" fees.

	<u>Client*</u>	<u>Initial Purchase*</u>
<b>World Benzene Analysis (WBzA)</b>	<b>\$7,750</b>	<b>\$10,750</b>
<b>World Cumene/Phenol &amp; Acetone Analysis (WCPAA)</b>	<b>\$7,500</b>	<b>\$10,500</b>
<b>Set: (combined purchase of WBzA &amp; WCPAA)</b>	<b>\$14,750</b>	<b>\$17,750</b>
<b>World Styrene Analysis (WSA)</b>	<b>\$7,500</b>	<b>\$10,500</b>
<b>World PS/EPS Analysis (WPS/EPS)</b>	<b>\$7,000</b>	<b>\$10,000</b>
<b>Set: (WSA &amp; WPS/EPS)</b>	<b>\$14,000</b>	<b>\$17,000</b>
<b>World Nylon Feedstocks &amp; Fiber Analysis (WNFA)</b>	<b>\$8,000</b>	<b>\$11,000</b>
<b>Set: (WBzA &amp; WNFA)</b>	<b>\$15,250</b>	<b>\$18,250</b>

**CMAI MARKET & PLANNING ADVISORY SERVICES & FEES**

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	<u>Client</u>	<u>Initial Purchase</u>
<b>World Paraxylene &amp; Terephthalates Analysis (WXTA)</b>	\$7,750	\$10,750
<b>World Terephthalates &amp; Polyester Analysis (WTPA)</b>	\$7,750	\$10,750
<b>Set: (WXTA &amp; WTPA)</b>	\$14,500	\$17,500
<b>World Toluene &amp; Mixed Xylenes Analysis (WTMXA)</b>	\$7,750	\$10,750
<b>World Paraxylene &amp; Terephthalates Analysis (WXTA)</b>	\$7,750	\$10,750
<b>Set: (WXTA &amp; WTMXA)</b>	\$15,000	\$18,000
<b>World Polycarbonate &amp; ABS Analysis (WPCAA)</b>	\$8,000	\$11,000
<b>World Nylon Resins Analysis (WNRA)</b>	\$8,000	\$11,000
<b>World EO/EG Analysis</b>	\$8,000	\$11,000
<b>World Light Olefins Analysis (WLOA)</b>	\$9,500	\$12,500
<b>World Polyolefins Analysis (WPOA)</b>	\$8,000	\$11,000
<b>Set: (WLOA &amp; WPOA)</b>	\$16,500	\$19,500
<b>World Chlor-Alkali Analysis (WCAA)</b>	\$10,000	\$13,000
<b>World Vinyls Analysis (WVA)</b>	\$8,000	\$11,000
<b>Set: (WCAA &amp; WVA)</b>	\$17,000	\$20,000
<b>World Soda Ash Analysis (WSAA)</b>	\$7,500	\$10,500
<b>Set: (World Chlor-Alkali Analysis &amp; WSAA)</b>	\$16,500	\$19,500
<b>World Butadiene Analysis (WBA)</b>	\$8,000	\$11,000
<b>World Butylenes Analysis (WBUA)</b>	\$7,000	\$10,000
<b>Set: (WBA &amp; WBUA)</b>	\$14,750	\$17,750
<b>World Methanol Analysis (WMA)</b>	\$6,250	\$9,250
<b>World Acetyls Analysis (WAA)</b>	\$9,000	\$12,000
<b>Chemical Company Analysis (CCA)</b>		
Full Set (includes four company reports)	\$16,500	\$19,500
Individual Company Reports	\$5,000	\$5,000

**3. SPECIAL FOCUS STUDIES/REFERENCE BOOKS**

<b>China Coal Chemical Industry Analysis</b>	\$8,500
CMAI client (current Market/Planning/Business Advisory Services Client)	\$6,000
<b>World Methanol Cost Study</b>	\$10,750
CMAI client (current Market/Planning/Business Advisory Services Client)	\$ 7,500
Existing 2010 World Methanol Analysis Client	\$ 5,750
Additional copies USD \$750/copy (book or CD)	
<b>CMAI Conference Proceedings</b>	
Company Attended Conference	\$400
Company Did Not Attend Conference	\$1,000
<b>2009 Petrochemical Company Handbooks</b>	
Europe/CIS/Africa	\$2,150
Asia	\$2,150
Middle East/India	\$2,150
Americas	\$2,150
Additional handbook copies \$750/copy (book or CD)	

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<b>World Ethylene Cost Study</b>	<b>\$10,000</b>
CMAI client (current Market/Planning/Business Advisory Services Client)	<b>\$ 8,500</b>
Existing World Light Olefins Analysis Client	<b>\$ 6,500</b>
Additional copies USD \$750/copy (book or CD)	

<b>Handbook of the World Petrochemical Industry</b>	<b>\$950</b>
Additional copies \$600/copy	

#### 4. ELECTRONIC SERVICES

- To compliment the purchase of CMAI Annual World Analyses, CMAI can provide clients with corresponding Excel Workbooks containing the supply/demand data.
- The workbooks provide country-by-country, regional and world data for the eleven years (5 of history, base year, and 5 of forecast).
- The Excel Workbooks are available in **Standard** or **Basic** format.
- Standard** format implies that basic calculations are included within the workbooks. When a change is made within a country, it is reflected in the appropriate region and then in turn in the world summary. Supply/Demand data is supplied for the primary (**bolded**) product(s) only.
- Standard w/Derivatives** implies that both the primary and the derivative products are included and maintain basic calculations.
- Basic** format supplies the data in Excel Workbooks as values only.

<b>SUPPLY/DEMAND WORKBOOKS</b>	<b>Standard</b>	<b>Standard w/Derivatives</b>	<b>Basic</b>
World Benzene Analysis	<b>\$3,875</b>	<b>\$5,875</b>	<b>\$2,000</b>
World Cumene/Phenol & Acetone Analysis	<b>\$3,750</b>	<b>\$5,575</b>	<b>\$2,000</b>
World Styrene Analysis	<b>\$3,750</b>	<b>\$4,775</b>	<b>\$2,000</b>
World PS/EPS Analysis	<b>\$3,500</b>	N/A	<b>\$2,000</b>
World Nylon Feedstocks & Fiber Analysis	<b>\$4,000</b>	<b>\$5,825</b>	<b>\$2,000</b>
World Paraxylene & Terephthalates Analysis (PX, PTA, DMT)	<b>\$3,875</b>	<b>\$4,375</b>	<b>\$2,000</b>
World Terephthalates & Polyester Analysis (DMT,PTA,PEM,PSF, PFY, PET)	<b>\$3,875</b>	<b>\$4,375</b>	<b>\$2,000</b>
World Toluene & Mixed Xylenes Analysis (Toluene, Mixed Xyl, OX, Meta)	<b>\$3,875</b>	<b>\$4,375</b>	<b>\$2,000</b>
World EO/EG Analysis	<b>\$4,000</b>	<b>\$6,000</b>	<b>\$2,000</b>
World Light Olefins Analysis (Ethylene & Propylene)	<b>\$4,750</b>	<b>\$8,500</b>	<b>\$2,000</b>
World Polyolefins Analysis (HDPE, LDPE, LLDPE, PPE)	<b>\$4,000</b>	N/A	<b>\$2,000</b>
World Soda Ash Analysis	<b>\$3,750</b>	<b>\$5,875</b>	<b>\$2,000</b>
World Chlor-Alkali Analysis (Chlorine & Caustic)	<b>\$5,000</b>	<b>\$9,250</b>	<b>\$2,000</b>
World Vinyls Analysis (EDC, PVC, VCM)	<b>\$4,000</b>	N/A	<b>\$2,000</b>
World Butadiene Analysis	<b>\$4,000</b>	<b>\$6,000</b>	<b>\$2,000</b>
World Butylenes Analysis (But-1, Iso-B, MTBE, Contained C4's)	<b>\$3,500</b>	<b>\$8,000</b>	<b>\$2,000</b>
World Methanol Analysis	<b>\$3,125</b>	<b>\$4,250</b>	<b>\$2,000</b>
World Acetyls Analysis (HAC, VAM)	<b>\$4,500</b>	<b>\$6,000</b>	<b>\$2,000</b>
World Polycarbonate & ABS Analysis	<b>\$4,000</b>	N/A	<b>\$2,000</b>
World Nylon Resins Analysis (NRN 6, NRN 6,6)	<b>\$4,000</b>	N/A	<b>\$2,000</b>

Please contact your regional office if you have any questions:

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