



December 6th, 2018

Effective January 7th, 2019, or as soon as contracts allow, Colonial Chemical, Inc. is increasing pricing for products listed on the following page.

Market factors affecting this price change include:

- Tariffs imposed by the US Government have increased prices on raw materials coming from China, a key source for amines and other materials used in manufacturing surfactants.
- The demand for C8-C10 based products is continuing to increase and availability remains tight, forcing prices upward.
- Other commodities continue to rise in cost, driving up raw material costs for our products.
- Transportation costs have escalated dramatically as a shortage of trucks and drivers have forced increased shipping costs on inbound raw materials.
- Labor costs and typical benefits to maintain our workforce have increased significantly over the past two years.

This price increase takes place on all products shipped after the effective date of this increase. If you have specific questions regarding this price increase, please contact your Colonial Sales Representative.

We sincerely appreciate your business and continued interest and support of Colonial Chemical, Inc.

Regards,

A handwritten signature in black ink, appearing to read 'David Anderson, Jr.', with a long, sweeping horizontal line extending to the right.

David Anderson, Jr.
Vice President, Sales and Marketing
Colonial Chemical, Inc.
david.anderson@colonialchem.com

Price increase effective January 7th, 2019 on the following Colonial Chemical products:

Trade Name (s)	Product Category	Price Increase (\$/lb)
Cola®Cap, Cola®Dol	Ethoxylated Nonionics	\$0.02 to \$0.87
Cola®Carb	Carboxylates	\$0.03 to \$0.07
Cola®Cor	Corrosion Inhibitors	\$0.03 to \$0.33
Cola®Det	Surfactant Blends	\$0.02 to \$0.13
Cola®Dry	Drying Agents	\$0.15 to \$0.24
Cola®Fax	Phosphate Esters	\$0.02 to \$0.06
Cola®Fax	Mono Alkyl Phosphates	\$0.04 to \$0.07
Cola®Lipid	Phospholipids	\$0.03 to \$0.06
Cola®Lac	Amido Amine Lactates	\$0.04 to \$0.07
Cola®Lux	Amine Oxides	\$0.02 to \$0.10
Cola®Mate	Half ester sulfosuccinates	\$0.02 to \$0.05
Cola®Mid, Cola®Mine, Cola®Liquid, Cola®Lube	Alkanolamides and Phosphate Esters	\$0.01 to \$0.08
Cola®Mulse	Performance Blends	\$0.01 to \$0.83
Cola®Nol	Ester-based Emulsifiers	\$0.03 to \$0.06
Cola®Quat	Quats	\$0.03 to \$0.31
Cola®Shale	Shale Inhibitors	\$0.01 to \$0.04
Cola®Solv	Ionic Liquids	\$0.04 to \$0.07
Cola®Terge	Detergent Blends	\$0.02 to \$0.11
Cola®Teric	Betaines, Sultaines and other Amphoterics	\$0.01 to \$0.06
Cola®Trope	Hydrotropes	\$0.03 to \$0.06
Cola®Wet	Sulfosuccinates	\$0.01 to \$0.08
Cola®Zoline	Alkyl Imidazolines	\$0.02 to \$0.42
Colonial 18-S	Vegetable-Derived Conditioning Agent	\$0.03 to \$0.06
Colonial 1240 and Colonial 1360	Alkyl Benzene Sulfonic Acids	\$0.01 to \$0.04
Colonial DF-16, DF-20, Colonial OSA	Industrial Detergents	\$0.01 to \$0.08
Colonial Monolaurin	Glyceryl Monolaurate	\$0.02
Colonial SLES-2, Colonial AOS-40	Alkyl Ether Sulfates & Olefin Sulfonates	\$0.03 to \$0.09
Colonial SLES-70, Colonial SLES-60,	High Active Alkyl Ether Sulfates	\$0.02 to \$0.06
Colonial SLS, Colonial SOS, Colonial SDS	Alcohol Sulfates	\$0.02 to \$0.05
Colonial ZF-Series	Low Foaming Concentrates	\$0.04 to \$0.13
Suga®Det, Suga®Nate, Suga®Quat, Poly Suga®Nate, Suga®Fax, Poly Suga®Quat, Poly Suga®Mulse, Poly Suga®Pearl, Poly Suga®Glycinate	Alkylpolyglucoside Derivatives	\$0.02 to \$0.07