



September 13, 2018

Dear Customer:

Effective immediately, or as contract terms permit, Tata Chemicals North America Inc. and Tata Chemicals (Soda Ash) Partners (collectively, "Tata Chemicals") will be increasing list and off-list prices for all United States and Canada bulk soda ash shipments by \$10.00 per short ton (US funds). The increase applies to soda ash from all Tata Chemicals' plant, terminal and warehouse shipping locations within the United States and Canada.

**All packaged Dense Ash:**

**Adjustments to include bulk price increase of \$10 per ton plus packaging costs**

**Warehouse/Terminal locations:**

**Adjustments to include bulk price increase plus freight and terminal/warehouse costs**

Tata Chemicals' energy surcharge program continues to remain in effect. For reference, the program's current Quarter (July to September) 2018 energy surcharge is \$0 per short ton.

Thank you for your valued business. Please contact your Tata Chemicals' sales representative should you have any questions.

Yours faithfully,

A handwritten signature in black ink, appearing to read 'Zsig Schneider', with a long horizontal flourish extending to the right.

Zsig Schneider  
Vice President – Sales & Marketing