



BASF Corporation
Care Chemicals & Formulators
100 Campus Drive
Florham Park, New Jersey 07932

January 26, 2009

Dear Customer:

This letter is with reference to REACH registration, and was developed to provide you with additional information for products of the Detergent and Formulators business within BASF's Care Chemicals group.

Please be advised that BASF in North America, together with our European affiliates are actively engaged in the evaluation of our products potentially affected by REACH. In North America we are evaluating our products to ensure that confidential substances are appropriately registered. We understand customers' concerns regarding registration; however since the registration timeframe for pre-registered substances begins in December 2010, forward-looking statements on registration are not an immediate focus.

Please be advised that registration is the responsibility of the importing company or "Only Representative" (OR) appointed by the non-EU formulator and/or supplier. BASF's registration is not transferable to another company. If you are exporting products containing BASF manufactured substances to the EU, you should confirm with the importing company that they have pre-registered these chemicals or established an "OR" within the EU who will undertake registration activities for these substances on your behalf.

To assist you with registering substances classified as first-time imports, we have categorized BASF Detergent and Formulator products into two categories; non-confidential and confidential.

BASF seeks to present reliable information concerning the composition, properties and use of its products, services and processes. All information however is provided AT NO CHARGE AND WITH NO WARRANTY OF ANY KIND. All sales are subject to BASF's Terms and Conditions of Sale, which are reproduced on the reverse side of each invoice. ALL WARRANTIES OF MERCHANTABILITY AND FITNESS OF PURPOSE ARE DISCLAIMED. Remedies for any breach and BASF's liability, including that for patent infringement, are limited as provided in BASF's Terms and Conditions of Sale. BASF is not liable for consequential, incidental, or special damages. Nothing should be construed as a recommendation or inducement to infringe any patent. No assumption should be made that all safety or environmental protection measures are indicated, or that other measures may not be required.

Options for registering substances contained in non-confidential BASF products:

BASF will provide you with the information on all non-confidential products that would be required for your pre-registration efforts so that:

1. Your EU customer or importer can pre-register your substances.
2. You can appoint an OR to pre-register your substances.
3. You may purchase BASF products in the EU through BASF affiliates and manufacture your product in the EU. In this scenario you will have no obligation to pre-register the substance under REACH, unless the chemical is further reacted in your process.

Options for pre-registering substances contained in confidential BASF products:

For substances contained in products which are confidential, BASF offers the following options:

1. We will provide you with BASF's "OR" contact information and certification needed to include your export volumes in BASF pre-registration.
2. You may purchase BASF products in the EU through BASF affiliates and manufacture your product in the EU. In this scenario you will have no obligation to pre-register the substance under REACH, unless the chemical is further reacted in your process.

If you have any questions please do not hesitate to contact Steve Camenisch at steve.camenisch@basf.com (502- 775-7288) or your BASF Sales representative.

Sincerely,

Steve Camenisch
Product Stewardship, Detergents and Formulators