



12/15/2009

www.pilotchemical.com
2744 East Kemper Road • Cincinnati, OH 45241

PRESS ANNOUNCEMENT

PILOT CHEMICAL COMPANY ANNOUNCES LIST AND OFF-LIST PRICE INCREASES, EFFECTIVE JANUARY 1st, 2010 OR AS CONTRACTS ALLOW. THIS PRICING ADJUSTMENT IS A DIRECT RESULT OF INCREASING RAW MATERIAL COSTS.

- Aristonate[®] alkyl aryl sulfonates will increase by 2.0 – 3.0 c/lb.
- Aristonic[®] acids will increase by 4.0 – 6.0 c/lb.
- CalBlend[®] performance blends will increase by 2.0 c/lb.
- Calfoam[®] alcohol and ether sulfates will increase by 2.5 – 5.0 c/lb.
- Calimulse[®] emulsion aids will increase by 2.0 – 6.0 c/lb.
- Calsoft[®] and Calimulse[®] alpha olefin sulfonates will increase by 3.5 c/lb.
- Calsoft[®] flaked sulfonates will increase by 6.0 c/lb.
- Calsoft[®] L, O and T series sulfonates will increase by 2.0 – 4.0 c/lb.
- Calsoft[®] and Calimulse[®] sulfonic acids will increase by 6.0 c/lb.
- Calsuds[®] detergent concentrates will increase by 2.0 c/lb.
- Pilot[®] hydrotropes will increase by 2.0 c/lb.
- Pilot Chemical's specialty products will increase by 2.0 – 6.0 c/lb.

Please contact your Pilot Chemical Regional Sales Manager with any specific questions or concerns.

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Pilot Chemical is a privately owned independent global specialty chemical company providing the household and industrial detergent, personal care, lubricant, oilfield, emulsion polymerization, textile, and agriculture industries with high-quality specialty chemicals. Proprietary technologies involve alkylation, sulfonation, sulfation and a number of other specialty operations. Pilot owns the most state of the art continuous sulfation process in North America and is the World's largest manufacturer of disulfonates. To learn more about Pilot Chemical Company, visit our website at www.pilotchemical.com. Pilot Chemical's headquarters is located in Cincinnati, Ohio.

FOR IMMEDIATE RELEASE

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