

Valued Customer To Whom It May Concern

Wednesday, 1 December 2008

Nalco
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REACH with Nalco

Dear Sir/Madam,

As you may be aware, REACH (Registration, Evaluation and Authorization and restriction of CHemicals) is a new regulatory framework for chemical control in the European Union (EU). Its aims are to improve the protection of human health and the environment. The Regulation combines numerous historic regulatory directives into a single piece of legislation. It will further complete the safety assessments of substances that were 'existing' upon the formation of the EINECS list in 1981. With the final adoption of the REACH regulation on December 18th 2006, entry into force occurred in June 2007 with operational requirements of REACH applying from June 1st 2008 onwards.

Nalco is a major supplier of water treatment and specialized process treatment chemicals around the world. Outside of the US, EU is our largest customer base, and therefore a strategic element in our continued growth and success. Nalco is committed to the continued Health and Safety of our Customers and Employees and fully supports the regulatory requirements of REACH.

The products that we deliver are generally made from a mixture of substances, including polymers, that Nalco either manufactures/imports or purchases from third party suppliers. In consequence the situation is very complex.

Nalco would like to take this opportunity to assure you that:

- Nalco has an active REACH program in place to secure our customer's processes through REACH. You can reach our program office via the email address reach@nalco.com. Furthermore our website www.nalco.com/reach is regularly updated with information on our strategy and its implementation
- **Nalco's has pre-registered all the substances that Nalco manufactures or imports for sale within the European Union as a first step.** Third party substances for which we did not receive a satisfactory response from our supplier(s) during our enquiries were also pre-registered as a precaution. As polymers are exempt from REACH regulation, the monomer units have been pre-registered along with all our other chemistries.
- Nalco is carefully considering its position with regard to each substance that we manufacture or import. The situation with regard to registration is extremely complex and will not become clear until after pre-registration is complete and Substance Information Exchange Forum (SIEF) begin to form. Only then will data availability become clear allowing informed decisions to be made on registration. As such, at this time Nalco cannot confirm if we will register all substances that we manufacture/import. We would hope to be able to confirm our intent in the 2nd quarter 2009. As such we cannot give a commitment to registration. We will however

attempt to give as much notice as possible should we find that substances have been withdrawn from the market. I should however stress that Nalco does not presently have any plan to discontinue or reformulate any products or chemicals used due to REACH.

- Based on current and available information, no Nalco products sold within the European Union contain any Substances of Very High Concern (SVHC) as listed on the candidate list published by the ECHA as of 1 September 2008. Please see http://echa.europa.eu/consultations/authorisation/svhc/svhc_cons_en.asp
- It is our intention to develop exposure scenarios to cover the applications for which our products are supplied. We will naturally consider any customer's request for additional scenarios.
- In line with recommendations of CEFIC, the voice of the chemical industry (preparation letter no. 9) it is not Nalco's policy to release pre-registration numbers. It is our belief that this release will not give any added value to our downstream users as it does not reveal the identity of a substance nor will it be published by ECHA for verification. However as stated Nalco's has pre-registered all chemicals manufactured or imported in quantities of over 1 tonne per year.

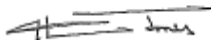
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Please rest assured that it is Nalco's intent to comply fully with the REACH regulation and to secure the long-term future of chemicals that you our customer can rely upon. We have taken the opportunity to attach our customer bulletin, which explains REACH and our strategy. Should you require any further information, please do not hesitate to contact us.

Sincerely yours,



Huw P Jones
REACH Program manager
REACH Program Office