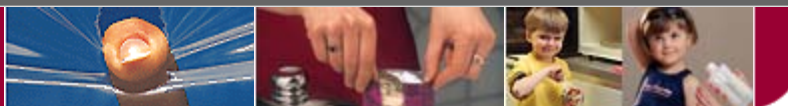


## Product Information

## Bynel® resins

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## Note Regarding Customer Specification of Bynel®

For Bynel®, there are three basic stages during the development of new grades: experimental, developmental, and commercial. As a grade progresses through the stages, the product, market, and our manufacturing capability become better defined and understood, and our commitment to supply increases.

The experimental stage of a program is a time for defining the needs of the customer(s) and determining what works:

- Product is usually made in small quantities at TS&D for internal and/or customer testing.
- The formulation may change several times before the best composition is found.
- Manufacturing costs and value-in-use usually can be, at best, only estimated.

Consequently, there is no assurance of supply for experimental grades, and customers should not include experimental grades in their specifications.

The earliest a new grade should be included in a customer's specifications is when the grade reaches the developmental stage (although there is still some chance that changes will be made to the product before it is commercialized). If a customer wants to write a specification with a developmental grade, we can inform them what the commercial code will be, if and when the grade is commercialized. Having this information may reduce the customer's effort required at commercialization.

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