



ICIS Ethylene Glycol Methodology Consultation

Response 1

General Questions

Answer to Question 1

***** has expressed its differences of opinion on price reporting methodology to ICIS at various occasions in past - both in writing and in our various meetings. This information should be already available to ICIS (You) from the editorial desk of EG reporting. It is our opinion that EG pricing methodology in NWE is totally outdated and does not take into account different markets and uses for which MEG IS sold and bought - hence as of today it is our opinion that MEG methodology does not achieves the aims fully which is should be.

Answer to Question 2

Pricing mythology in NWE should be on products quality and its end use. Just like Platts reports pricing for solvent Xylene and Virgin Xylene, infect this is a common practice in USA already and well accepted.

MEG sold as fiber grade should be different based on Fiber quality with 99.8 purity and full UV spectrum and MEG sold as antifreeze grade should be different category as a large market does exist. for this.

Methodology basis needs to be discussed as it is absolutely difficult to write a summary of the same without one on one discussion - Which Mr ***** of ***** will be very happy to attend in UK.

Answer Question 3

MEG prices as published currently don't show any reflection on quality / end usage it is bought or sold for and hence it harms our Business and overall business of Glycols , Plus Highs and Lows are not properly reflected in pricing as 2000 Mts quantity can not be priced as per smaller lot sale/report which happens at times.

Answer to Question 4

***** has provided ICIS full information / suggestions on this on various occasions - please review your files.

