

Polymer warnings:

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These guidelines and recommendations are made to offer Eastman Chemical how WATER ENVIRONMENTAL CONSULTANTS evaluates, documents and earns its money during competitive polymer evaluations. This is how Donald L. Seagle would work in Eastman's interest to educate and offer professional advice instead of just running a couple of drums, tote-bins or bags of a vendor's polymer (snap-shot) without fully testing and understanding how shipments vary from batch to batch. A polymer company, any and all, will blame batch to batch variation on the "sludge" and not it's polymer.

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You are to blame for any variations in performance and if you are not trained by WATER ENVIRONMENTAL CONSULTANTS you will not have a chance to document batch to batch changes. In their polymer production polymers are made as a batch normally in a series (campaign) and are not a continuous process. The vendor will offer a COA, Certificate of analysis, on each and every batch which should be supplied with that shipment. This is a very important document and should be kept in privacy and evaluated comparing the current COA with the last shipment, no matter how long the last shipment was dated. It's a recipe and insight on what the production performance was on that shipment. Each of the 4-5 items listed are important to you as the performance of this batch is directly correlated with the variations within this reporting.

Another important factor is a 4-8 ounce retain sample collected from every bulk shipment, drum, tote, super-saks, bulk bag or any form that is shipped. This should be collected directly from the container from an Eastman employee and not the vendor.

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Have a clean, dry container and each should be labeled with this critical information for follow-up lab testing by WATER ENVIRONMENTAL CONSULTANTS.

Supplier

Trucking company

Date

Lot number ***** Critical

COA attached

If a COA does not come with the shipment refuse to receive this shipment until the COA is faxed, delivered or offered as proof of the vendor's quality control testing.

WATER ENVIRONMENTAL CONSULTANTS has supplied each Eastman location a quality control lab tests on how to evaluate each shipment.

That is the process for just receiving a shipment.

Comparison of products:

Select a day, normally not after an upset or week-end, to prepare to test this batch (one and could it be a selected batch for your one evaluation on which you will make a long term decision)? You have witnessed how a batch can be delayed.

Remember, the pump, feed lines, polymer delivery point and many other factors must be cleaned, examined, documented what rate was the previous polymer being diluted, and so many more variations such as water preparation variations, temperature, etc. In many cases the new polymer for evaluation is pumped on top of a “day tank” or holding vessel for aging and feeding the diluted polymer. One must calculate how long this mixture of the old vendor and the new vendor’s diluted polymer is in contact with each other and what does this mixture represent. How long does it take to get a 100% new batch into the system being treated and what synergism does the combined effect have and for how long? Does the combined effect exceed the sum of their individual performance?

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Will you lab test the various batches received and check the COA data or just file it and take the blame when a performance trend is in questioned or your sludge changed? WATER ENVIRONMENTAL CONSULTANTS can and will test various batches and report just the data. WATER ENVIRONMENTAL CONSULTANTS does not have the best interest of the vendor as its primary objective but to protect Eastman Chemical from variations that can be controlled by the vendor. Please do not take this as saying any vendor might bend the rules in their favor, but it is a fact that Eastman Chemical pays me directly and therefore I represent their interest first and foremost. Polymer vendors do not like for WATER ENVIRONMENTAL CONSULTANTS to be a part of any polymer evaluation due to the fact I know first-hand their business and how they work. I use to be one and may I state, the best, but I was in a position to say no to variations and approval for any variations from COA to COA, batch to batch, trial to trial, due to my senior position within. WATER ENVIRONMENTAL CONSULTANTS can provide that service for Eastman Chemical.

