



Armand Products Company

469 North Harrison Street
Princeton, NJ 08543
Phone: 609-806-0097
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Effective September 1, 2017

Re: Minimum Order Lead Times

Dear Valued Customer:

Effective immediately, Armand Products Company is implementing the following minimum lead times for orders of potassium carbonate and potassium bicarbonate.

Potassium Carbonate:

(Customer arranged pick up or Armand arranged transportation)

Food Grade, Dense Regular/Glass & 47% Solution:	10 business days
Extra Fine Grade:	15 business days
Rail Car orders:	15 business days

Potassium Bicarbonate:

(Customer arranged pick up or Armand arranged transportation)

USP & Food Grade	15 business days*
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*Please allow up to 10 additional days for ACS grade

Lead time is defined as the minimum time required between when we receive an order and when it ships or is available for pickup from our plant.

These order lead time minimums are necessary to support the increasing demand for our products and to ensure the highest level of customer service and satisfaction.

We appreciate the confidence you have placed in Armand Products Company and look forward to servicing your requirements. Please contact your Area Sales Manager to discuss these new guidelines.

Sincerely,

A handwritten signature in blue ink that reads "Jeffrey B. Shore".

Jeffrey B. Shore
President & General Manager