

Airgas

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Ms. Diana Khan
LEE COUNTY PURCHASING
P.O. Box 398
Fort Myers, Florida 33902

11/18/2014

Dear Ms. Khan,

The Premium Grade (NSF Certified) Anhydrous Ammonia market essentially follows the Commercial Grade (Fertilizer Grade) Anhydrous Ammonia market. It is not as competitive as the Commercial Grade Anhydrous Ammonia market because there are only 2 manufacturers in the United States that produce this high purity grade. Based on its limited supply, its higher purity and because special NQT trailers (which are very limited in number) are required for transportation, Premium Grade Anhydrous Ammonia will maintain a significant premium over Commercial Grade Anhydrous Ammonia...though follow similar market trends.

The primary industry source of Anhydrous Ammonia market information is an industry publication called Green Markets. This weekly publication tracks pricing around the country and around the world. One of the markets published is -- shipload quantities fob the dock in Tampa, Florida. The Commercial Grade Ammonia market and therefore the Premium Grade Anhydrous Ammonia market will follow this index.

The Green Markets Tampa April 14, 2014 price was \$526.17 per U.S. ton.
The Green Markets Tampa November 14, 2014 price was \$594.21 per U.S. ton.

Since we entered this agreement on April 15, 2014, the market and therefore our raw ammonia cost has risen \$68.04 /ton.

I've attached supporting Green Markets data. If you need any additional supporting market data, we would be glad to furnish that as well.

At this point, we are requesting some relief and an increase in the price of the Premium Grade Anhydrous Ammonia supplied under this agreement of \$68.04 per ton, or \$0.0340 per pound delivered --- from \$0.715/lb. of ammonia delivered to \$0.749/lb. of ammonia delivered effective April 15, 2015.

If you have any questions, please feel free to contact me at 863-242-3246.

Best Regards,

STEVE ROESLER
Area Manager