



CHEMTRADE

March 2, 2016

Ms. Diana Khan  
Procurement Manager  
Lee County, FL Board of Commissioners  
P.O. Box 398  
Ft Myers, FL 33902

RE: Renewal of Annual Contract No. B-130489, Aluminum Sulfate

Dear Ms. Khan,

Per the letter you sent to Chemtrade, we hold the current chemical bid for Liquid Aluminum Sulfate. The letter requested an extension of the current bid for another term, 8/27/16 through 8/26/17. Our records indicate we won the initial bid which began in August 2013, and this would be the third renewal of four, with Chemtrade holding this current bid for the past three years.

Over the past three years, Chemtrade has absorbed some cost increases for the Liquid Aluminum Sulfate we manufacture and deliver to Lee County. Most notably, the increases have to do with higher costs of freight, both in raw materials received for our manufacturing process, as well as freight for delivering product to Lee County by truck and trailer transport. As I'm sure you know, fuel costs have come down over the past year or two. This has helped to offset some of the increases we have seen. Yet, the base costs of freight, maintaining trucks, and keeping and paying qualified and safe drivers, has risen over the past three years. There are also some overhead increases for our plant that we have seen during this time.

Chemtrade would appreciate the consideration of an extension of the current bid for an additional year with a price increase of \$7.00 per dry ton to assist with an offset the mentioned cost increases we have seen. The current price is \$173.49 per dry ton, and the new requested price would be \$180.49 per dry ton. In the event you and Lee County do not feel you can accept this increase, we would decline another extension of the current bid contract and ask that you please go back out for bids.

Chemtrade Chemicals US LLC  
90 East Halsey Road, Parsippany, NJ 07054  
T 973-515-0900 F 973-515-3232

Chemtrade values the long standing relationship we have with Lee County, and we look forward to continuing our relationship and business for a long time to come.

Regards,

A handwritten signature in black ink, appearing to read 'Paul Peters', with a stylized, cursive script.

Paul Peters  
Business Manager – Southeast Water Chemicals  
Chemtrade Chemicals US