



Kevin Ruane
District One

November 10, 2021

Cecil L. Pendergrass
District Two

Ray Sandelli
District Three

Brian Hamman
District Four

Frank Mann
District Five

Roger Desjarlais
County Manager

Richard Wesch
County Attorney

Donna Marie Collins
County Hearing Examiner

Mr. Mike Jackson
Thatcher Chemical of Florida, Inc.
1905 Fortune Road
Salt Lake City, UT 84104

SUBJECT: Renewal of Annual Contract No. B180243RJD
Sodium Bisulfate 40% Aqueous Solution

Dear Mr. Jackson:

This is to inform you that Lee County agrees to renew the above subject contract for an additional one (1) year period, from 11/13/21 through 11/12/22.

We are hereby extending the annual contract for an additional one-year period under the same terms and conditions as the original award along with the requested price increase of \$1.85 /gallon delivered.

If you have any questions regarding this letter, please contact me at (239) 533-8871.

Sincerely,

Kimberly Urban

Kimberly Urban
Contracts Analyst
Procurement Management Division

C: Project File



Lee County
Southwest Florida

Kevin Ruane
District One

April 30, 2021

239-533-8871

Cecil L. Pendergrass
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Ray Sandelli
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Roger Desjarlais
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County Attorney

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County Hearing
Examiner

Mr. Mike Jackson
Thatcher Chemical of Florida, Inc.
1905 Fortune Road
Salt Lake City, UT 84104

Subject: Renewal of Annual Contract B180243RJD
Sodium Bisulfite 40% Aqueous Solution

Dear Mr. Jackson:

The above-referenced annual contract will expire on November 12, 2021, unless renewed. Lee County is requesting that this annual contract be renewed for an additional one year period (11/13/21 – 11/12/22). Therefore, we are requesting that you choose one of the following options and return this letter to Lee County Procurement Management, Attn: Kimberly Urban, P.O. Box 398, Ft. Myers, FL 33902-0398, (Fax: 239-485-8383 or email kurban@leegov.com), within 15 calendar days from receipt. Failure to return by **May 15, 2021**, may, at the County's sole discretion, result in contract cancellation and/or rebid of solicitation.

a. I want to continue performing under this annual contract for an additional one year period under the same terms and conditions as agreed upon in the above-referenced quotation.

As a condition of this renewal, the vendor agrees to provide Lee County with an updated insurance certificate upon expiration of the original certificate on file with the County.

b. I am not interested in extending this contract for an additional one-year period. Why? _____

Vendor:

Lee County:



Signature

CRAIG N. THATCHER



Signature of Authorized Official

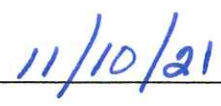
C.E.O.

Procurement Management Director

Title

Title

October 20, 2021



Date

Date

THATCHER CHEMICAL OF FLORIDA, INC.
P. O. Box 489, Deland, FL 32721-0489



Phone (386) 490-1638
Fax (386) 490-1641

September 24, 2021

Daniel Goggin
Lee County Procurement
2115 Second Street, 1st Floor
Fort Myers, FL 33901

RE: Sodium Bisulfite 40% Aqueous Solution, Solicitation # B180243RJD

Dear Valued Customer,

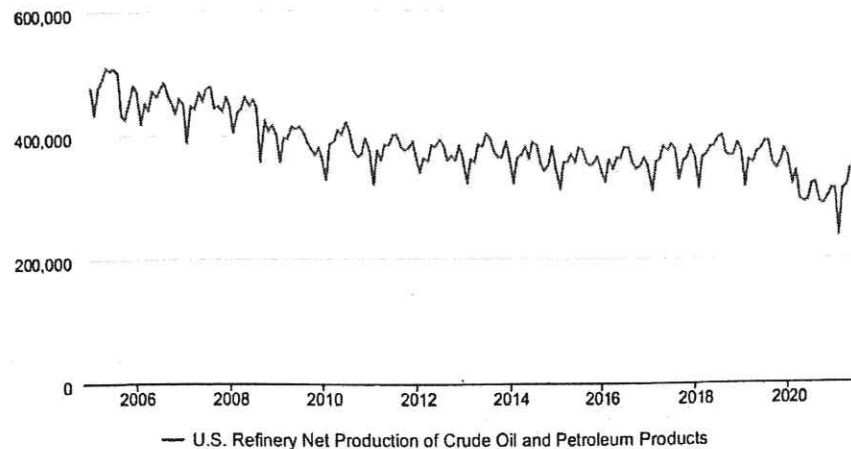
Effective 20 October 2021, Thatcher Chemical of Florida, Inc. will be increasing the pricing for 40% Sodium Bisulfite (SBS) to your facility to \$1.85/gallon delivered. These increases reflect the unprecedented market changes that have occurred since we submitted the SBS pricing for this contract and indicated our intention to renew in early June. This is the least disruptive route to navigate the current market conditions.


The recent market changes are a result of three primary factors; sulfur cost increases, ocean freight increases and reduced refinery output. Reduced refinery production is a result of unscheduled plant shutdowns as well as the closure of 6 refineries throughout the US. Sulfur is a derivative produced from crude oil refining and the primary raw material for SBS. The reduced output combined with an increased global demand for sulfur has had a direct impact on the availability and produced cost of SBS.

Sulfur	8/20/2021	Last Week	Year Ago
Tampa c lt	195	195	57.5

U.S. Refinery Net Production of Crude Oil and Petroleum Products

Thousand Barrels



 Source: U.S. Energy Information Administration

Thatcher Chemical of Florida, Inc. also produces SBS from sodium metabisulfite; this is a dry material imported from Germany. Global demand for container transport is at record levels which has placed significant constraints on Port Operations due to Covid-19 precautions. Ocean freight pricing from Europe is 8 times higher than one year ago and combined with delayed shipments has forced Thatcher Chemical of Florida, Inc. to purchase more material off contract. The off-contract purchases are priced 40% higher than the contract purchases, but the only way to support existing contracts. Thatcher Chemical Company of Florida, Inc. can no longer sustain these higher priced purchases to support your requirements.

If you have any questions regarding this proposal, please contact Mike Jackson at mike.jackson@tchem.com.

Sincerely,



Michael E. Jackson
Region Manager