# Shrieve Chemical Company

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TED THREADGILL
Vice President-Southeast U.S.

January 7, 2013

Mr. David Santucci
City of Deerfield Beach

Via email: dsantucci@deerfield-beach.com

Dave,

Per our agreement, and due to the January 2013 decrease in the Tampa Green Markets Sulfur posting to $160.00 (attached), we will adjust your acid pricing effective February 1st to $144.95.

Your acid price decrease is $3.70 per ton. This is figured using ($170 – $160 = $10) for the sulfur change and (10 X .37 = $3.70) for your acid price change.

This price change will affect all members of your co-op which include Cooper City, Deerfield Beach, Ft. Lauderdale, Hallandale, Hollywood, Miramar, North Miami Beach, Pompano Beach, and Sunrise. Please let me know if I have missed any members.

If you need anything else from me please let me know. I am assuming you will coordinate getting this change out to all municipalities involved. As discussed we have a "back to back" agreement with the producer to guarantee supply, so please be assured that your supply of domestically produced, virgin (sulfur-burned), NSF certified acid is guaranteed.

Please let me know if you have any questions or corrections are needed to this correspondence.

Best Regards,

Ted Threadgill
Vice President-Southeast U.S.

| MAP | 1/7/13 | Year ago |
|---|---|---|
| Central Florida | 510-530 | 560-595 |
| New Orleans | 485-490 | 450-455 |
| Western U.S. DEL | 590-650 | 650-720 |

| TSP | 1/7/13 | Year ago |
|---|---|---|
| Central Florida | NA | NA |
| New Orleans domestic | NA | NA |
| New Orleans import | 425-430 | 520-523 |

| PHOS. ROCK | 1/7/13 | Year ago |
|---|---|---|
| Central Florida | NA | NA |
| North Africa | 175-190 | 185-205 |
| Jordan 70-74 BPL | NA | NA |

| PHOS. ACID | 1/7/13 | Year ago |
|---|---|---|
| North Carolina | NA | NA |
| Western U.S. DEL | 10.25-11.05 | 13.70-13.75 |
| India C&F | 855 | 1,080 |

| 10-34-0 | 1/7/13 | Year ago |
|---|---|---|
| Midwest | 525-555 | 700-750 |
| Western U.S. DEL | 500-550 | 637-665 |

| POTASH | 1/7/13 | Year ago |
|---|---|---|
| **COARSE MURIATE** | | |
| Saskatchewan | NA | NA |
| Midwest | 470 | 550-560 |
| Western U.S. DEL | 520-540 | 590-610 |

| STANDARD MURIATE | 1/7/13 | Year ago |
|---|---|---|
| Saskatchewan | 425-440 | 530-535 |
| Vancouver | 380-410 | 485-505 |
| **GRANULAR MURIATE** | | |
| Saskatchewan | 430-445 | 535-540 |
| Carlsbad | 480-485 | 535-545 |
| Midwest | 470 | 560-570 |
| Western U.S. DEL | 530-570 | 595-610 |
| Vancouver | 395-425 | 500-520 |
| **SOLUBLE MURIATE** | | |
| Saskatchewan | 437 | 535-540 |
| Western U.S. | NA | NA |

| SULFUR | 1/7/13 | Year ago |
|---|---|---|
| **DRY MT** | | |
| Vancouver c | 170-200 | 215-220 |
| Vancouver s | 150-155 | 180-200 |
| **RECOVERED LT** | | |
| Tampa c | 160 | 220 |
| Tampa s | NA | NA |
| New Orleans | 149 | 209 |
| Houston DEL | 145 | 205 |
| West Coast | 150-155 | 180-200 |
| Alberta mt | 30-100 | NA |
| **PRILL MT** | | |
| U.S. Gulf | 150-155 | NA |

**PRICE QUOTES DO NOT REFLECT ACTUAL TRANSACTIONS, BUT REPRESENT CURRENT MARKET CONDITIONS AS PERCEIVED BY SELECTED BUYERS AND SELLERS.**

**PRICE NOTES:** Prices are based on large transactions, involving truckloads or larger volumes. All prices are net of discounts for volume, cash, or prompt payment, if such are offered. **RANGES:** Price spreads shown for a region usually reflect localized price differences within the region. **FOB/C&F/DELIVERED:** Prices listed on an **FOB basis** are at the producer's plant gate, terminal, or pipeline point. All prices are FOB unless otherwise noted. **C&F prices** include transportation to the destination port. **Delivered (DEL) prices** include transportation costs to the retail dealer's premises or the nearest accessible railhead. Prices followed by the designation **(c)** are CONTRACT prices; prices followed by the designation **(s)** are SPOT prices. The notation **NA** (not available) means that a current price is not obtainable. The notation **(mt)** denotes metric ton.

**COMMODITY NOTES—NITROGEN SOLUTIONS:** Domestic prices are quoted on the basis of nutrient units; to convert to a short ton basis, multiply the nutrient value of the solution (e.g., 32) by the price shown. **UREA:** **(p)** indicates prilled product, **(g)** granular product. Prices not so marked represent both. **PHOSPHATE ROCK:** Prices reflect long-term contracts for 68% bone phosphate of lime rock that is being mined in the area closest to the named price point. **SULFUR:** Recovered Tampa, New Orleans and Houston prices are for 4th quarter. West Coast price is refinery to prillers.

**REGIONS:** **Mid-Cornbelt** — Ohio, Indiana, Illinois, Iowa, Missouri, Nebraska; **Eastern Cornbelt** — Ohio, Indiana, Illinois; **Western Cornbelt** — Iowa, Missouri, Nebraska; **Southern Plains** — W. Texas, Oklahoma, Kansas, E. New Mexico, E. Colorado; **South Central** — Alabama, Mississippi, Kentucky, Tennessee, Arkansas, Louisiana, E. Texas; **Southeast** — Florida, Georgia, South Carolina, North Carolina, Virginia; **Northeast** — Maryland, Delaware, Pennsylvania, New Jersey, New York, New England; **Northern Plains** — Minnesota, North Dakota, South Dakota; **Great Lakes** — Michigan, Wisconsin; **Pacific Northwest** — Washington, Oregon, Idaho, Montana; **Western Canada** — Manitoba, Saskatchewan, Alberta, British Columbia; **Eastern Canada** — Ontario, Quebec, New Brunswick, Nova Scotia, Prince Edward Island


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