

Shrieve Chemical Company

SOUTHEAST REGION OFFICE

65 Harbour Court
Winter Haven, FL 33884
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CORPORATE OFFICE

1755 Woodstead Court
The Woodlands, TX 77380
(281) 367-4226
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TED THREADGILL
Vice President-Southeast U.S.

August 8, 2012

Mr. David Santucci
City of Deerfield Beach

Via email: dsantucci@deerfield-beach.com

Dave,

Per our agreement, and due to the July 2012 decrease in the Tampa Green Markets Sulfur posting to \$170.00 (attached), we will adjust your acid pricing effective August 1st to \$148.65.

Your acid price decrease is \$16.65 per ton. This is figured using $(\$220 - \$170 = \$50)$ for the sulfur change and $(50 \times .37 = \$18.50)$ for your acid price change. We will then subtract a one-time adjustment of \$1.85 from \$18.50 to correct a mathematical error by Shrieve in our 8/1/2011 price change (attached).

The next adjustment will be February 1, 2013 (based on January 2013 index).

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	7/30/12	Year ago	STANDARD MURIATE	7/30/12	Year ago
Central Florida	520	595-610	Saskatchewan	470-480	535-545
New Orleans	535-538	632-640	Vancouver	450-505	440-445
Western U.S. DEL	615-630	685-705			
GRANULAR MURIATE					
			Saskatchewan	470-485	545-557
			Carlsbad	510-520	560-568
			Midwest	500-510	560-590
			Western U.S. DEL	570-590	610-628
			Vancouver	465-520	455-460
SOLUBLE MURIATE					
			Saskatchewan	470-480	545-557
			Western U.S.	NA	NA
SULFUR DRY MT					
			Vancouver c	180-200	205-225
			Vancouver s	165-190	185-200
RECOVERED LT					
			Tampa c	170	220
			Tampa s	165	NA
			New Orleans	159	209
			Houston DEL	155	205
			West Coast	165-190	NA
			Alberta mt	NA	NA
PRILL MT					
			U.S. Gulf	180-185	NA
PHOS. ROCK					
Central Florida	NA	NA			
North Africa	175-190	180-185			
Jordan 70-74 BPL	NA	NA			
PHOS. ACID					
North Carolina	NA	NA			
Western U.S. DEL	10.00-10.70	12.65			
India C&F	885	1,050			
10-34-0					
Midwest	535-555	650-675			
Western U.S. DEL	490-595	606-650			
POTASH COARSE MURIATE					
Saskatchewan	NA	NA			
Midwest	500-510	560-590			
Western U.S. DEL	540-580	600-615			

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 3rd 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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TED THREADGILL

Vice President - Southeast U.S.

January 24, 2012

Ms. Trish Honey
City of Deerfield Beach

Via email: thoney@deerfield-beach.com

Trish:

Per our agreement, and due to the January 2012 posting in the Tampa Green Markets (attached), we will keep your acid pricing effective February 1st at \$165.30.

Your acid price will remain the same because the posting did not change. It is still \$220.00.

The next adjustment will be August 1, 2012 (based on July 2012 index).

We will continue to ship to all members of your co-op which includes 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.

Best Regards,

Ted Threadgill

Vice President – Southeast U.S.

MAP	1/23/12	Year ago
Central Florida	500	550-560
New Orleans	485-518	566-570
Western U.S. DEL	640-720	650-670

TSP	1/23/12	Year ago
Central Florida	NA	NA
New Orleans domestic	NA	NA
New Orleans import	520-523	NA

PHOS. ROCK	1/23/12	Year ago
Central Florida	NA	NA
North Africa	185-205	120-130
Jordan 70-74 BPL	NA	NA

PHOS. ACID	1/23/12	Year ago
North Carolina	NA	NA
Western U.S. DEL	13.70-13.75	11.40
India C&F	1,080	800

10-34-0	1/23/12	Year ago
Midwest	725-750	625
Western U.S. DEL	637-665	482-510

POTASH COARSE MURIATE	1/23/12	Year ago
Saskatchewan	NA	465-470
Midwest	545-560	495-515
Western U.S. DEL	590-610	535-545

STANDARD MURIATE	1/23/12	Year ago
Saskatchewan	530-535	470-475
Vancouver	485-505	320-325

GRANULAR MURIATE		
Saskatchewan	535-540	475-480
Carlsbad	530-540	485-493
Midwest	550-560	505-515
Western U.S. DEL	595-610	545-558
Vancouver	500-520	340-360

SOLUBLE MURIATE		
Saskatchewan	535-540	475-480
Western U.S.	NA	NA

SULFUR DRY MT	1/23/12	Year ago
Vancouver c	170-175	150-180
Vancouver s	170-175	150-175

RECOVERED LT

	220	160
Tampa c		
Tampa s	NA	190
New Orleans	209	149
Houston DEL	205	145
West Coast	170-180	80-90
Alberta mt	NA	NA

PRILL MT		
U.S. Gulf	NA	140-150

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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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TED THREADGILL
Vice President-Southeast U.S.

July 22, 2011

Ms. Trish Honey
City of Deerfield Beach

Via email: thoney@deerfield-beach.com

Trish,

Per our agreement, and due to the July 2011 increase in the Tampa Green Markets Sulfur posting to \$220.00 (attached), we will adjust your acid pricing effective August 1st to \$165.30.

Your acid price increase is \$11.10 per ton. This is figured using ($\$220 - \$185 = \$30$) for the sulfur change and ($30 \times .37 = \$11.10$) for your acid price change.

The next adjustment will be February 1, 2012 (based on January 2012 index).

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 even though the sulfur market has obviously tightened up (again), your supply of domestically produced, virgin, NSF 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	7/18/11	Year ago
Central Florida	575-590	410
New Orleans	625-630	425-435
Western U.S. DEL	665-685	465-485

TSP	7/18/11	Year ago
Central Florida	NA	NA
New Orleans domestic	NA	NA
New Orleans import	NA	NA

PHOS. ROCK	7/18/11	Year ago
Central Florida	NA	NA
North Africa	150-160	70-110
Jordan 70-74 BPL	NA	NA

PHOS. ACID	7/18/11	Year ago
North Carolina	NA	NA
Western U.S. DEL	12.65	8.45
India C&F	1,050	775

10-34-0	7/18/11	Year ago
Midwest	650-675	335-355
Western U.S. DEL	600-675	360-390

POTASH COARSE MURIATE	7/18/11	Year ago
Saskatchewan	NA	345
Midwest	560-590	390
Western U.S. DEL	585-590	410-420

STANDARD MURIATE	7/18/11	Year ago
Saskatchewan	535-545	345
Vancouver	440-445	300-325

GRANULAR MURIATE	7/18/11	Year ago
Saskatchewan	545-557	350-357
Carlsbad	560-568	385-390
Midwest	560-590	390
Western U.S. DEL	590-600	415-425
Vancouver	455-460	320-340

SOLUBLE MURIATE	7/18/11	Year ago
Saskatchewan	545-557	357
Western U.S.	NA	NA

SULFUR DRY MT	7/18/11	Year ago
Vancouver c	205-225	100-180
Vancouver s	205-225	50-60

RECOVERED LT	7/18/11	Year ago
Tampa c	220	145
Tampa s	NA	NA
New Orleans	209	134
Houston DEL	205	130
West Coast	NA	30
Alberta mt	NA	NA

PRILL MT	7/18/11	Year ago
U.S. Gulf	NA	NA

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