

From: [John Walsh](#)
To: [Levi, Ricky](#)
Subject: Phosphate pricing for FY2027
Date: Wednesday, May 13, 2026 11:44:46 AM

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Ricky- Current phosphate pricing for FY 2026 has been \$6.50 per gallon including delivery.

We did not increase pricing last year although we absorbed tariffs of 10%.

Due to the Iranian conflict, China has restricted phosphate exports and the global supply of phosphates on fertilizer and purified phosphates for food and drinking water has tightened significantly, sending raw material prices up an equivalent of 70 cents per gallon of WaterWorx 5.300 that you feed.

As a result our pricing for WaterWorx 5.300 will increase 35 cents per gallon to \$6.85 per gallon delivered for FY2027.

We appreciate your business and will continue to strive for the best in product performance, technical service and pricing for the City of Hendersonville.

Respectfully submitted and signed John Walsh

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