



February 21, 2023

City of Kingsport
Procurement Manager
415 Broad Street
Kingsport, TN 37660

RE: Bid contract extension for W/WW chemicals (GPAC 6801)

Dear Purchasing,

It has been a privilege for G2O Technologies LLC/USALCO to work with the City of Kingsport on the supply of Coagulant (GPAC 6801). We appreciate the continued business we have enjoyed with you throughout the years.

G2O Technologies LLC/USALCO would like to extend our current contract as follows:

\$0.5800/lb. bulk truck load (4,000 gal. load) and \$0.6300/lb. half bulk load (2,000 gal. load) Delivered to Kingsport, TN (GPAC 6801), FOB destination. Pricing effective May 1, 2023 through April 30, 2024. Terms of sale are Net 30 days.

Should you have any questions or if we can be of further assistance, please do not hesitate to call on your sales rep, Chad Frazier at 423-213-0772.

Sincerely,

A handwritten signature in blue ink, appearing to read "T Waldo", with a stylized flourish at the end.

Terry Waldo, Chief Commercial Officer

TW/jp

City of Kingsport
415 Broad Street
Kingsport, TN 37660

QUOTATION

We are pleased to extend the below on your municipality requirements.

Brenntag Product Number	Packaging	Description	Price	UOM	Comment
253418	2000lb Cylinder	Liquid Chlorine	\$.9625	LB	

Quoted pricing is firm from 4.1.23 to 6.30.23

Renewal period is from April 1, 2023 – through April 30, 2024. Pricing during this period are then subject to quarterly price reviews and adjustments as warranted.

Regards,
Brenntag Mid-South, Inc.



Ray Sibbitt
Director of Mini Bulk/Municipal Bids

Pencco, Inc.
831 Bartlett Road
Sealy, TX 77474
USA



Note ID: 1297

E-Mail: Sarah Duffy (sarah@pencco.com)

Type: Quote

Date: 02/20/2023

Owner: Sarah Duffy

Customer: CITY OF KINGSPORT, TN (KIN400)

Phone: 423.229.9315

Address: CITY OF KINGSPORT, TN
415 Broad Street
KINGSPORT, TN 37660

Location: City of Kingsport Filter Plant
2436 SHERWOOD ROAD
KINGSPORT, TN 37660

Sales Agent: Sam Robinson

Products:

Product Code	Product Name	Packaging	Price
FA00	Fluoride	BULK	0.241 #

Free Fields:

FOB: Destination

Lead Time: 7-10 days approx.

Ship Method: Tank Truck

Description: Hydrofluorosilicic Acid (23% Acidity Adjusted Basis)
\$0.241/wet lb

*Offloaded into a bulk tank.

Once accepted, quote valid 5/1/23-4/30/24

Delivery Amount: 45000 lbs minimum - short load fee to apply for smaller quantities

Demurrage: 1 stop included; Thereafter \$100/stop; 2 hours free unloading;
thereafter \$100/hour

Acceptance Required 2/25/23

By:

Customer

Acceptance: Customer Signature

Disclaimer: 1 year extension of current HFS contract.



February 21, 2023

City of Kingsport
Assistant Procurement Manager
415 Broad Street, Suite 438
Kingsport, TN 37660

RE: Water/Wastewater Chemicals – Zinc Orthophosphate Extension

Dear Nikisha,

With regards to the above-mentioned contract, Carus wishes to extend for an additional one-year term at the price stated below.

Product	Current Price	Requested Price
CARUS™ 3280 water treatment chemical	\$0.79/lb. delivered	\$1.35/lb. delivered

The phosphate market continues to experience significant challenges related to global supply and demand for phosphate products (and all fertilizer products). Global demand remains strong while supply is constrained due to restrictions on Chinese exports, continued conflict in Russia and the Ukraine as well as supply disruption at a Major US producer resulting in a Force Majeure event (see attached documentation). In addition to raw material cost increases (see attached documentation), overall production costs related to energy and transportation continue to impact the cost structure. Fortunately, Carus has a multi layered supply chain contract with several US manufacturers and maintains a fleet of dedicated tankers which will ensure continued supply and mitigate some cost pressures.

The price adjustment will be effective with shipments on or after May 1, 2023, through April 30, 2024. Please feel free to reach out with any questions.

We thank you for your understanding and cooperation during these uncertain times.

Sincerely,

Barbie Smith
Inside Sales Manager



Coastal Water Technology, LLC

February 10, 2023

Nikisha Eichmann, CPPB
Procurement Manager
City of Kingsport
415 Broad Street, Suite 438
Kingsport, TN 37660

Re: Proposal to Extend Polymer Contract Fiscal Year 2023-24

Thank you, on behalf of Coastal Water Technology and myself for the opportunity to supply your facility with our CWT ST 600 line of cationic emulsion flocculent. Our goal is to provide the highest quality and most cost-effective product in the industry. However, with inflation affecting freight costs, a \$0.03/Lb increase has been added to our purchase price. Therefore, Coastal Water Technology would like to extend the City of Kingsport the current contract with a new pricing of \$1.68/LB.

Thank you for the opportunity and below is our new proposal.

Application:	Centrifuge
Product:	CWT ST 600
Price:	\$1.68/ LB
Packaging:	Tote Bin 2300lbs net weight
FOB:	Kingsport, TN
Terms:	Net 30 days from delivery
Period:	May 1, 2023 – April 30, 2024
Delivery:	7-10 working days from order

In conclusion, feel free to phone 1-843-222-9114 for any concerns.

Sincerely,

W. Patrick Matthews
Product Manager