



February 18, 2026

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 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.

USALCO would like to renew the contract for the period of 5/1/26 through 4/30/27. However, we are unable to hold the current price of \$0.6200/lb. for a full truck load. USALCO would like to extend our current contract as follows:

- \$0.7200 lb. bulk truck load (4,000 gal. load). Delivered to Kingsport, TN (GPAC 6801), FOB DESTINATION. Pricing effective 5/1/26 through 4/30/27. Terms of sale are Net 30 Days.
- Kirby Walker at the water treatment plant advised that pricing for short load deliveries (2,000 gal. load) is no longer needed.

Please advise at the earliest practical date if your company is agreeable to extend the contract. We appreciate your business, and 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 that reads "T Waldo".

Terry Waldo
Chief Commercial Officer
2601 Cannery Avenue, Baltimore, MD 21226
P: 800-453-2586
E: bids@usalco.com

Encl
TW/jp





February 13, 2026

Procurement Manager
City of Kingsport
Attn: Brent Morelock
415 Broad Street
Kingsport, TN 37660

Dear Mr. Morelock,

We are pleased to renew our current contract for Water Wastewater Chemicals as follows:

PRODUCT	PACKAGE	PRICE
Chlorine Gas	1 ton containers	\$.895/lb

All pricing, terms, and conditions will remain the same.

The extension is effective 5/1/26-4/30/27.

Thank you for your business- we look forward to supplying you for another year!

Sincerely,

A handwritten signature in blue ink that reads 'Summer Mello'.

Summer Mello- Vice President
JCI Jones Chemicals, Inc
Corporate Office
summer@jcichem.com



PO Box 600 San Felipe, Texas 77473
(979) 885-0005 Fax: (979) 885-3208

January 27, 2026

Nikisha Eichmann
City of Kingsport
Via Email: nikishaeichmann@kingsporttn.gov

RE: Hydrofluorosilicic Acid – Contract Extension

Dear Ms. Eichmann,

Pencco was awarded the above referenced contract in 2024. Since the time of the bid, Pencco has made every effort to hold pricing steady well beyond typical market expectations in order to ensure uninterrupted fluoride supply to you, our valued customer.

Over the past several months, Pencco has absorbed significant market volatility and cost increases while maintaining the original 2024 bid pricing of \$0.249 per wet lb. This was done in good faith and with the intent of providing stability and continuity of service, despite rapidly changing market conditions.

Unfortunately, the fluoride market is now experiencing a severe and unprecedented supply shortage. Approximately six months ago, one of the largest fluoride manufacturers exited the municipal market entirely, creating a substantial reduction in available supply nationwide. This action has fundamentally altered supply and demand dynamics and has significantly increased procurement costs throughout the industry.

As a result, and after exhausting all reasonable alternatives, Pencco must request a price adjustment to continue supplying product under this contract. The requested adjustment is outlined below:

Current Pricing: \$0.249/wet lb
Requested Price: \$0.332/wet lb

While this adjustment reflects current market realities, it also provides price certainty and guaranteed supply through the contract date of April 30. If approved, this pricing will remain firm through April 30, 2027. Pricing would be re-evaluated at that time for any subsequent contract term.

Penco remains committed to supporting the City of Kingsport and ensuring reliable access to fluoride during a highly constrained market. We appreciate your consideration of this request and welcome the opportunity to discuss this further.

Please let us know if you have any questions or require additional information. We appreciate your business.

Sincerely,

Sarah Duffy

Sarah Duffy
Bid Director



February 12, 2026

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	\$0.77/lb. delivered	\$0.81/lb. delivered

The price adjustment will be effective with shipments on or after May 1, 2026, through April 30, 2027. Please feel free to reach out with any questions.

The phosphate market has experienced significant upward price pressure including increased demand, higher raw material, and production costs, and continued tightened supply. The price pressure is expected to continue throughout 2026. As a result of these circumstances, we announced an increase on all phosphate products effective December 5, 2025 (see attached). We will need to adjust our price to reflect this increase effective May 1, 2026.

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

Sincerely,

A handwritten signature in blue ink that reads 'Barbie Smith'.

Barbie Smith
Inside Sales Manager



Carus LLC
315 5th Street
Peru, IL 61354

October 16, 2025

Dear Valued Customer,

Carus and the market continue to face significant cost pressures with supplying specialty blended phosphates that offer both high quality and performance. These cost pressures are driven by the following:

- Rising raw material prices
- Higher costs of labor, operational expenses, and packaging
- Increased energy costs and utilities

Although we have deferred this price increase for the past several months, we have determined that to maintain our commitment to superior quality blended phosphates, we must implement a \$0.05/lb increase across all phosphate products.

This increase will apply to any orders shipped on or after December 1, 2025.

Thank you for your business. We will continue to do our part to mitigate any further cost effects.

If you have any questions, don't hesitate to get in touch with your regional sales representative.

Thank you,

A handwritten signature in black ink, appearing to read 'Shane Schultz'.

Shane Schultz
Product Manager, Catalysts & Phosphates



February 4, 2026

Dear Valued Customer:

Effective February 15, 2026, or as contract terms allow, Nutrien Sales will implement a 15% price increase on purified phosphoric acid. This adjustment reflects the continued rise in input costs associated with raw materials and production, as well as tight supply conditions and strong market demand for purified phosphoric acid products.

To help ensure timely deliveries on new purified acid orders, we will require 14 days' advance notice on new rail or truck orders to ensure we can provide the high quality of service we pride ourselves on.

Your dedicated Nutrien sales manager is available to discuss further. We appreciate and value your business and look forward to serving you in the future.

Sincerely,

A handwritten signature in cursive script that reads "Amy Cardenas".

Amy Cardenas
Director Sales, Industrial Phosphates
Phone: 402-968-2331
Email: amy.cardenas@nutrien.com

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NUTRIEN SALES
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INDUSTRIAL CUSTOMER SERVICE 800-654-4514
WWW.NUTRIEN.COM

February 13, 2026

City of Kingsport
415 Broad Street, Suite 438
Kingsport, TN 37660

Attn: Nikisha Eichmann

Subject: Sodium Permanganate 20%

Chemrite would like to renew for another year at the same pricing of \$1.18 per pound in totes & \$1.43 per pound delivered 700 gallons in a tanker.

Thanks you! If you need anything else, just let me know.

Best Regards,



Aaron Opp
President



Coastal Water Technology, LLC

January 22, 2026

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

Re: Proposal to Extend Polymer Contract Fiscal Year 2026-2027

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 the rise in the CPI and freight costs, a \$0.04/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 price of \$1.38/LB.

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

Application:	Centrifuge
Product:	CWT ST 600
Price:	\$1.38/ LB
Packaging:	Tote Bin 2300lbs net weight
FOB:	Kingsport, TN
Terms:	Net 30 days from delivery
Period:	May 1, 2026 – April 30, 2027
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