



March 25, 2024

Mr. Rafael De La Rosa
 Water Treatment Plant Supervisor
 City of Mission
 2801 N. Holland Avenue
 Mission, TX 78574

Email: rdelarosa@missiontexas.us

RE: Liquid Aluminum Sulfate Contract Renewal 1 of 2 – Bid 23-290-03-24
Liquid Ammonium Sulfate Contract Renewal 1 of 2 – Bid 23-291-03-24

Dear Mr. De La Rosa,

Chemtrade is incredibly grateful for your business and strives to continue providing you with quality product and service.

Costs for raw materials, rail freight and logistics in North America have risen sharply over the past 3 years. Costs have yet to return to historic norms.

To renew for the first of two possible renewals effective 4/12/2024– 4/11/2025, Chemtrade is seeking a 3.2% increase to renew our contract. This is in line with the CPI year over year change from February 2024 vs February 2023:

Consumer Price Index for All Urban Consumers (CPI-U)
Original Data Value

Series Id: CUUR00
 Not Seasonally Adjusted
 Series Title: All items in U.S. city average, all urban consumers, not seasonally adjusted
 Area: U.S. city average
 Item: All items
 Base Period: 1982-84=100
 Years: 2020 to 2024

Year	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
2020	257.971	258.678	258.115	256.389	256.394	257.797	259.101	259.918	260.280	260.388	260.229	260.474
2021	261.582	263.014	264.877	267.054	269.195	271.696	273.003	273.567	274.310	276.589	277.948	278.802
2022	281.148	283.716	287.504	289.109	292.296	296.311	296.276	296.171	296.808	298.012	297.711	296.797
2023	299.170	300.840	301.836	303.363	304.127	305.109	305.691	307.026	307.789	307.671	307.051	306.746
2024	308.417	310.326										

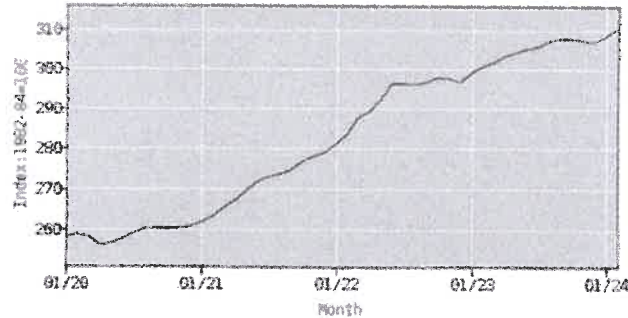
YOY Change: 3.2%



CHEMTRADE

Consumer Price Index for All Urban Consumers (CPI-U)

Series Id: CUUR0000SA0
 Not Seasonally Adjusted
Series Title: All items in U.S. city average, all urban consumers, not seasonally adjusted
Area: U.S. city average
Item: All items
Base Period: 1982-84=100



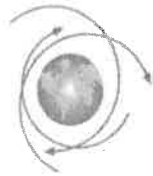
Overall, the market continues to be faced with challenges relating to:

- Reduced capacity for Global Alumina amid vendor consolidations. Alumina Ore smelters continue to be hit hard by high energy costs.
 - Ocean freight to bring vessels and port fees continue to increase. Rail freight has increased up to 14% as available railcars and trucks are limited.
- Continued increases on freight costs. Freight contract costs continue to rise annually partly due to carriers' needs to retain responsible, qualified, and safe drivers, as well as to maintain safe equipment and cover increased insurance costs and fluctuating diesel costs.
 - The shortage of hazmat drivers is a top critical issue according to the American Transportation Research Institute. Contributing factors are an aging workforce, demographics and driver pay.

Costs continually rise year over year as we maintain our equipment and operate our plant to ensure reliable supply to customers.

Therefore, to cover our costs and maintain our standards of superior product and priority service for the City of Mission, we will offer the following renewal pricing on the on the Liquid Aluminum Sulfate and Liquid Ammonium Sulfate products that we currently supply:

Product	Current Price Effective through 4/11/24	45 Day Extension Effective through 5/27/24	Price Effective 5/28/24-5/27/25
Liquid Aluminum Sulfate, Full Truck Deliveries	\$0.11432/Wet LB.	\$0.11432/Wet LB.	\$0.118/Wet LB.
Liquid Ammonium Sulfate, Full Truck Deliveries	\$0.192/Wet LB.	\$0.192/Wet LB.	\$0.198/Wet LB.



CHEMTRADE

All other terms and conditions of the original bid would remain the same. Upon acceptance, please sign below and return via e-mail to bids@chemtradelogistics.com or send us your required paperwork.

We look forward to continuing our relationship and business for a long time to come.

Please contact your Account Manager Robert Naranjo (RNaranjo@Chemtradelogistics.com) with any questions regarding this quote.

Best Regards,

Michele Schroeder

Michele Schroeder – Pricing Manager
Chemtrade Chemicals US

ACCEPTED: City of Mission, TX

BY: _____

TITLE: _____

DATE: _____



March 28, 2024

Mr. Rafael De La Rosa
Water Treatment Plant Supervisor
City of Mission
2801 N. Holland Avenue
Mission, TX 78574

Email: rdelarosa@missiontexas.us

**RE: Liquid Aluminum Sulfate Contract 45 Day Extension – Bid 23-290-03-24
Liquid Ammonium Sulfate Contract 45 Day Extension – Bid 23-291-03-24**

Dear Mr. De La Rosa,

Chemtrade is incredibly grateful for your business and strives to continue providing you with quality product and service.

Per your request, Chemtrade will offer a **45 Day Extension** on the current contract for Liquid Aluminum Sulfate and Liquid Ammonium Sulfate products that we currently supply to give the City time to approve the first of two available contract renewals.

Please see pricing table for the 45 Day Extension:

Product	Current Price Effective through 4/11/24	45 Day Extension Effective through 5/27/24
Liquid Aluminum Sulfate, Full Truck Deliveries	\$0.11432/Wet LB.	\$0.11432/Wet LB.
Liquid Ammonium Sulfate, Full Truck Deliveries	\$0.192/Wet LB.	\$0.192/Wet LB.

All other terms and conditions of the original bid would remain the same.
We look forward to continuing our relationship and business for a long time to come.

Please contact your Account Manager Robert Naranjo (RNaranjo@Chemtradelogistics.com) with any questions regarding this extension.

Best Regards,

Michele Schroeher
Michele Schroeher – Pricing Manager
Chemtrade Chemicals US