

March 16, 2022

Mr. Ronnie Turner
Public Works Director
City of West Monroe
rturner@westmonroe.la.gov

RE: 2022 Vegetation Management Program Renewal

Dear Mr. Turner,

Hello Sir, here is our revised renewal proposal to include recent additions. I know this was a culmination of input between yourself, Mr. Hodnett, and Mr. Campbell. Terry and I met in the field to look at and discuss some of these new sites. Some of these areas are some high profile extensions, if you will, on existing treatments areas, where we're going to alter our mixes and timing a little bit to give some more custom turf care...and some of these areas are all together new. Thank you for the opportunity to be of additional service, we strive to always meet or exceed your expectations and needs.

I apologize for my part in this proposal being behind time-wise from where we normally are. As you surely know, there are many external dynamic forces affecting the supply and prices of fertilizers, and our herbicides and adjuvant products. There will be significant shortages within the industry this year. I will attach a recent letter from our primary Distributer Rep that gives additional info and credence to this should you desire or require it. Fortunately, we are a healthy company with good relationships, and I can now definitely state that we will have everything we need to service all our accounts this year as we always have! We are just going to be paying much more for chemical...we pray this is going to be a temporary spike, but we have to 'share' some of this with you, so there is a small price increase in addition to the new areas.

The new areas from your emails are:

- Glenwood from Thomas to Blanchard along the canal
- Blanchard @ Glenwood Drive heading north on both sides of the canal, then head west along both sides of the canal toward Tinseltown.
- Academy parking lot, ditch along south by Pizza Hut. Spray and kill weeds
- 1100 block of N.8th from Drew Street to the dead end along the wood line.
- Parkwood Drive along the guard rails
- Alley between Marie St. and Medorah starting at Tupelo St.
- Parkwest Dr. Apartment ditch
- Both sides of canal on McBeth Ave.
- The ditch on Brian E. Smith park
- McMillan St. and Bell St. ditch on both sides of the street and the grass from the sidewalk to the ditch. It's really wet in there and they can't get in to cut it.

Previous/Existing Treatment List:

- Previously designated/sprayed/mapped Ditches – 2 Applications
- Golf Course Creek Tributary (2018 Add-on) – 2 Applications
- All un-mowable I-20 Ditches and Slopes – 2 Applications
- All I-20 Tree “Islands” – 2 Applications
- All established I-20 trees (trimming & surrounding brush) – 2 Applications
- Previously designated/sprayed sections of I-20 Fences – 2 Applications
- All I-20 Overpass Abutments and Aprons, and Guardrails – 2 Applications
- Under all Elevated Spans of I-20 (skip at cricket farm) – 1 Application
- Islands, Guardrails, and Slopes at Downing Pines Overpass – 2 Applications
- “Curb & Gutter” to Downtown Streets and Sidewalks – 3 Applications
- “Curb & Gutter” to Warren, Bell, and McMillan (incl. sidewalks) – 3 Applications
- “Curb & Gutter” to N. 7TH St. (from Stella to Cypress); Cypress St. (from Bridge to N. 7TH); Bridge/Stella/Mill Sts. (from Trenton to N. 7TH) (incl. sidewalks) - 3 Applications
- “Curb & Gutter” to Thomas and Stella Overpasses – 3 Applications
- “Curb & Gutter” to 5th St./I-20 Interchange; including On/Off Ramps – 3 Applications
- “Curb & Gutter” at The Ike, Farmer’s Mkt., Rec. Center, and Ret. Home – 3 Applications
- “Curb & Gutter” to Arkansas Rd.; incl. sidewalks, islands, and roundabouts (from N. 7th to Good Hope) – 3 Applications
- Arkansas Rd. – Fence ROW on south side (from Warren to Jersey) – 2 Applications
- Trenton St. – All area between Street and Sea-Wall; and Guardrails – 2 Applications
- Trenton St – Sterilant Edging (@6 in.) along Sea-Wall – 2 Applications
- Restoration Park Walking Trail and Spillway – 1 Application
- Warren Dr. Ditch (excluding Detention Basin) - 2 Applications
- Wal-Mart Grocery Detention Basin – 2 Applications
- Public Works Complex – 2 Applications
- Water Tower / Well #10 Site (gravel) – 2 Applications
- Fire Dept. Training Yard (Haynes St.) – 2 Applications
- **Waste Water Treatment Facility ** (Not shown on Map)**
 - Bermuda Release/Suppression to all grass areas – 2 Applications
 - Non-Selective to all roads; inner banks; rock areas – 1 Application w/ Touch-up

****All areas except Waste Water Treatment Plant and Lagoons are also illustrated on attached map.**

Edko recommits to and reaffirms the following:

- 1) The City of West Monroe may alter/amend the treatment areas, and the contract amount would be adjusted accordingly.
- 2) The City of West Monroe may terminate the agreement due to any unsatisfactory performance.
- 3) All work is fully guaranteed with respect to results, completeness, quality, and satisfaction.
- 4) Work will be invoiced only after it is completed (broken into 2-3 invoices April-November)
- 5) Edko will only use licensed and experienced applicators.
- 6) Edko will only use herbicides that are:
 - a) produced and backed by premier manufacturers
 - b) registered by all applicable state and federal agencies
 - c) labeled for each specific type application

- 7) Edko will notify and coordinate with The City of West Monroe whenever there are issues such as access, or applications that may coincide with mowing. Close communication will be maintained with Mr. Nathan Moore (or other applicable person) to ensure we are all on the same page, and that The City's expectations are being met.
- 8) Spraying applications will be timed to optimize season-long control and desired results.
- 9) Edko will work safely...with utmost regard to our personnel and the public. We will make every effort to minimize our exposure to, and our impact on traffic, and to always utilize proper traffic warning devices.
- 10) Edko will dress and conduct ourselves in a professional manner at all times. We will treat all city employees, property owners, and the general public with courtesy and respect.
- 11) Edko will respect people's property...taking every precaution to avoid damage, impact, and complaints...whether that be from our physical presence, our trucks, or our spraying.
- 12) Edko agrees to hold ourselves responsible, and to indemnify The City of West Monroe, for and from any claims of damage that are the result of our negligence during the performance of our services for The City of West Monroe.
- 13) Insurance will be maintained in the following categories: Commercial General Liability and Automobile Liability in the amount of \$2,000,000...Workers Comp/Employers' Liability in the amount of \$1,000,000...Excess/Umbrella Liability in the amount of \$5,000,000. **Insurance Certificate is attached to email (exp: 07/01/2022).**

Total Contract Price for 2022...As Listed Above... \$74,532.00

We appreciate the opportunity to continue serving you! We vow to continue to earn your business with safe, effective, quality work. **As always, your satisfaction is our goal and our guarantee!** We are prepared to begin work upon your notification.

Respectfully,

David W. Green
Edko, LLC
david.green@edkollc.com
Office: 318-343-2365
Cell: 318-680-1507

Attachments: Insurance Certificate; Job Map; RRSI Letter
Email Cc: Stuart Hodnett; Monica Trahan

Upon acceptance of this agreement, please sign and return by email or mail.

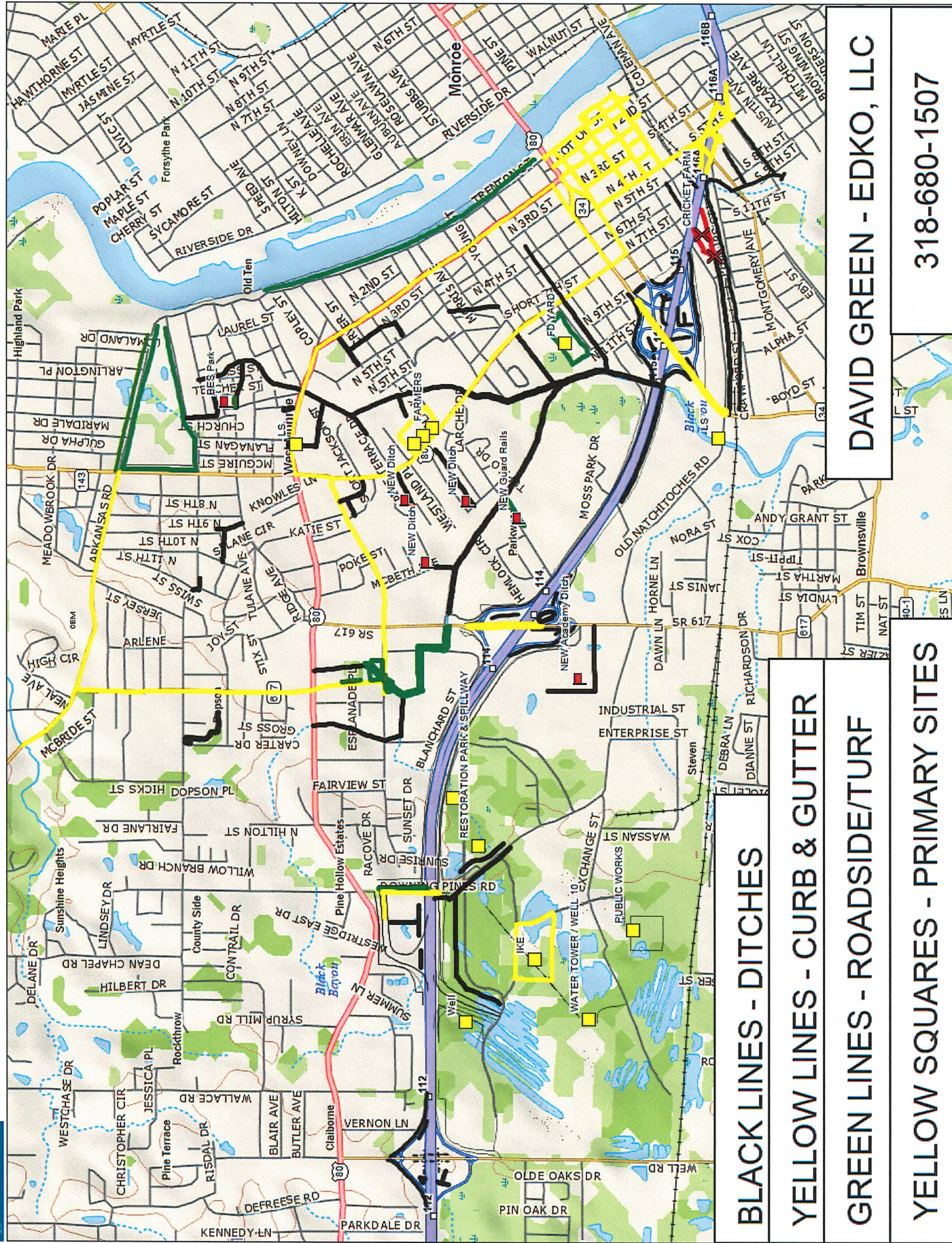
ACCEPTANCE OF AGREEMENT

Signature

Purchase Order Number

Date

Year 2022 Contract Amount



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CERTIFICATE OF LIABILITY INSURANCE

DATE (MM/DD/YYYY)

2/10/2022

THIS CERTIFICATE IS ISSUED AS A MATTER OF INFORMATION ONLY AND CONFERS NO RIGHTS UPON THE CERTIFICATE HOLDER. THIS CERTIFICATE DOES NOT AFFIRMATIVELY OR NEGATIVELY AMEND, EXTEND OR ALTER THE COVERAGE AFFORDED BY THE POLICIES BELOW. THIS CERTIFICATE OF INSURANCE DOES NOT CONSTITUTE A CONTRACT BETWEEN THE ISSUING INSURER(S), AUTHORIZED REPRESENTATIVE OR PRODUCER, AND THE CERTIFICATE HOLDER.

IMPORTANT: If the certificate holder is an ADDITIONAL INSURED, the policy(ies) must have ADDITIONAL INSURED provisions or be endorsed. If SUBROGATION IS WAIVED, subject to the terms and conditions of the policy, certain policies may require an endorsement. A statement on this certificate does not confer rights to the certificate holder in lieu of such endorsement(s).

PRODUCER Edgewood Partners Insurance Center, Inc. 301 Grant Street, Suite 470 Pittsburgh, PA 15219	CONTACT NAME: Amy H Zgorliski		
	PHONE (A/C, No, Ext): 4122741708	FAX (A/C, No):	
	E-MAIL ADDRESS: amy.zgorliski@epicbrokers.com		
	INSURER(S) AFFORDING COVERAGE		NAIC #
	INSURER A : National Union Fire Ins Co Pittsburgh PA		19445
INSURED Edko, LLC 4615 Marlena Street Bossier City LA 71111	INSURER B : AXIS Insurance Company		37273
	INSURER C : Evanston Insurance Company		35378
	INSURER D :		
	INSURER E :		
	INSURER F :		

COVERAGES

CERTIFICATE NUMBER: 66702991

REVISION NUMBER:

THIS IS TO CERTIFY THAT THE POLICIES OF INSURANCE LISTED BELOW HAVE BEEN ISSUED TO THE INSURED NAMED ABOVE FOR THE POLICY PERIOD INDICATED. NOTWITHSTANDING ANY REQUIREMENT, TERM OR CONDITION OF ANY CONTRACT OR OTHER DOCUMENT WITH RESPECT TO WHICH THIS CERTIFICATE MAY BE ISSUED OR MAY PERTAIN, THE INSURANCE AFFORDED BY THE POLICIES DESCRIBED HEREIN IS SUBJECT TO ALL THE TERMS, EXCLUSIONS AND CONDITIONS OF SUCH POLICIES. LIMITS SHOWN MAY HAVE BEEN REDUCED BY PAID CLAIMS.

INSR LTR	TYPE OF INSURANCE	ADDL INSD	SUBR WVD	POLICY NUMBER	POLICY EFF (MM/DD/YYYY)	POLICY EXP (MM/DD/YYYY)	LIMITS
A	<input checked="" type="checkbox"/> COMMERCIAL GENERAL LIABILITY <input type="checkbox"/> CLAIMS-MADE <input checked="" type="checkbox"/> OCCUR GEN'L AGGREGATE LIMIT APPLIES PER: <input type="checkbox"/> POLICY <input checked="" type="checkbox"/> PRO-JECT <input type="checkbox"/> LOC OTHER:			GL4611651 Pesticide or Herbicide Applicator	7/1/2021	7/1/2022	EACH OCCURRENCE \$2,000,000 DAMAGE TO RENTED PREMISES (Ea occurrence) \$100,000 MED EXP (Any one person) \$10,000 PERSONAL & ADV INJURY \$2,000,000 GENERAL AGGREGATE \$4,000,000 PRODUCTS - COMP/OP AGG \$4,000,000 \$
A	<input checked="" type="checkbox"/> AUTOMOBILE LIABILITY <input checked="" type="checkbox"/> ANY AUTO <input type="checkbox"/> OWNED AUTOS ONLY <input type="checkbox"/> SCHEDULED AUTOS <input type="checkbox"/> HIRED AUTOS ONLY <input type="checkbox"/> NON-OWNED AUTOS ONLY			CA7742285	7/1/2021	7/1/2022	COMBINED SINGLE LIMIT (Ea accident) \$2,000,000 BODILY INJURY (Per person) \$ BODILY INJURY (Per accident) \$ PROPERTY DAMAGE (Per accident) \$ \$
B	<input checked="" type="checkbox"/> UMBRELLA LIAB <input checked="" type="checkbox"/> OCCUR <input type="checkbox"/> EXCESS LIAB <input type="checkbox"/> CLAIMS-MADE DED RETENTION \$			P00100014355203	7/1/2021	7/1/2022	EACH OCCURRENCE \$2,000,000 AGGREGATE \$2,000,000 \$
A	WORKERS COMPENSATION AND EMPLOYERS' LIABILITY ANY PROPRIETOR/PARTNER/EXECUTIVE OFFICER/MEMBER EXCLUDED? (Mandatory in NH) If yes, describe under DESCRIPTION OF OPERATIONS below	Y/N <input checked="" type="checkbox"/> N	N/A	WC014590641	7/1/2021	7/1/2022	<input checked="" type="checkbox"/> PER STATUTE <input type="checkbox"/> OTH-ER E.L. EACH ACCIDENT \$1,000,000 E.L. DISEASE - EA EMPLOYEE \$1,000,000 E.L. DISEASE - POLICY LIMIT \$1,000,000
C	Excess liability			MKLV2EUE100908	7/1/2021	7/1/2022	\$3,000,000/\$3,000,000

DESCRIPTION OF OPERATIONS / LOCATIONS / VEHICLES (ACORD 101, Additional Remarks Schedule, may be attached if more space is required)

Evidence of Coverage

CERTIFICATE HOLDER**CANCELLATION**

City of West Monroe
Attn: Mayor Staci A. Mitchell
2305 North 7th Street
West Monroe LA 71291

SHOULD ANY OF THE ABOVE DESCRIBED POLICIES BE CANCELLED BEFORE THE EXPIRATION DATE THEREOF, NOTICE WILL BE DELIVERED IN ACCORDANCE WITH THE POLICY PROVISIONS.

AUTHORIZED REPRESENTATIVE

Sean Andreas

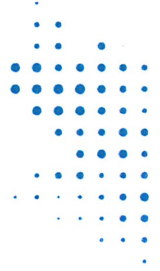
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Innovation
through
formulation



January 7, 2022

Jeremy Gilbert

Edko

4615 Marlena St.

Bossier City, LA 71111

Jeremy,

I would like to provide you and Edko with some details and background information regarding the current shortages and supply chain issues. Essentially, the cost of every product and service we offer has increased in cost, and some have increased more than 200%. To add to these issues are severe product shortages, which is further driving costs up.

Of the products commonly used by Edko, glyphosate (Roundup brands included) and 2,4-D have experienced the sharpest increases in the last year. 2,4-D has nearly doubled in price since January 2021, as has Roundup. We also expect more price increases, at least for the first half of the year. Purdue University predicts glyphosate used in agriculture could reach \$80/gallon in price. This would represent more than a 400% increase over 2021. Supply of both products will continue to be extremely tight, and available supply is not expected to meet market demand in 2022.

While those two molecules have experienced the largest increases (so far), no chemical we offer is immune. Adjuvants, particularly oil based adjuvants, have already experienced 10-20% increases in cost and are expected to rise more.

Manufacturers are experiencing shortages and cost increases of basic items such as jugs, caps for jugs, drums and pallets. One of our suppliers showed me invoices for their drums showing a 90% cost increase from one month to the other. This alone would add nearly \$1.00 to product costs.

Trucking costs have skyrocketed over 30% since the beginning of 2021 and will continue to rise. Ships are bringing products to port again, albeit for much higher costs – shipping containers which cost \$2500 to ship for many years now cost well over \$20,000. Containers and the products in them are piling up in ports and fully



Red River Specialties
1324 N Hearne Ave, Ste 120
Shreveport, LA 71107

T 800 256 3344
azelis.com/us | rrsi.com

loaded ships are anchored in the bay because there is no room to unload them. This is because, in addition to much higher trucking costs, there is also a shortage of trucking capacity. What once took two days to ship on a truck from a port is now taking weeks.

Further, China has ceased all chemical production and is not expected to resume for at least three months, and then another 90 days for production and shipping to the US. While China does manufacture some of the products and/or components of the products we sell, most of our products are made in the US. But China is the leading producer of many of the competitive brands. This means demand for products made in the US (since the US is currently the largest producer) will exceed the supply US manufacturing can produce. I want to be clear; I am not saying these supply chain issues will resolve in six months when and if Chinese products arrive, I am saying it will be at least until then.

There are no vegetation management products that are down in cost – or even flat from last year. And, again, cost increases are expected to continue at least through the first half of the year and likely beyond that. Our suppliers, for the first time in my 23 years of working in this industry, have not honored PO prices. We pay the price for the product at the time of availability. Therefore, Red River Specialties cannot guarantee prices for any length of time. We can only honor prices for what has physically landed in our warehouses. I would encourage Edko to plan further ahead than we have ever had to do to ensure product arrives in time and you have it at a known cost. I recommend Edko needs to forecast on a quarterly basis to help Red River secure product or find an alternate solution. Given our history together and your forecasting abilities, I believe we will be able to supply you with needed products for 2022. I can assure you Red River will do everything within our power to make sure of this. I cannot tell you though what prices will be, other than much higher than last year and rising as the year goes on.

Please let me know if I can be more specific on certain products of concern, but the answer will likely be no Chinese production, shortages of all components in the supply chain, including trucking have all created a perfect storm to limit supply and drive costs through the roof.

Thank you very much for your continued business and trust in us.

Andy Pierce
Red River Specialties

