

# Shrieve Chemical Company

## SOUTHEAST REGION OFFICE

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## CORPORATE OFFICE

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TED THREADGILL  
Vice President-Southeast U.S.

December 4, 2013

Mr. David Santucci  
City of Deerfield Beach

Via email: [dsantucci@deerfield-beach.com](mailto:dsantucci@deerfield-beach.com)

Dave,

Per our agreement, and due to the December 2013 decrease in the Tampa Green Markets Sulfur posting to \$75.00 (attached), we will adjust your acid pricing effective December 1<sup>st</sup> to \$113.75.

Your acid price decrease is \$27.75 per ton. This is figured using ( $\$150 - \$75 = \$75$ ) for the sulfur change and ( $75 \times .37 = \$27.75$ ) for your acid price change.

This price change will affect all members of your co-op which include Cooper City, Deerfield Beach, Ft. Lauderdale, Hallandale, Hollywood, Miramar, North Miami Beach, Pompano Beach, and Sunrise. Please let me know if I have missed any members.

If you need anything else from me please let me know. I am assuming you will coordinate getting this change out to all municipalities involved. As discussed we have a "back to back" agreement with the producer to guarantee supply, so please be assured that your supply of domestically produced, virgin (sulfur-burned), NSF certified acid is guaranteed.

Please let me know if you have any questions or corrections are needed to this correspondence.

Best Regards,

Ted Threadgill  
Vice President-Southeast U.S.

<b>DAP</b>	<b>12/2/13</b>	<b>Year Ago</b>	<b>PHOSPHATE ROCK</b>	<b>12/2/13</b>	<b>Year Ago</b>
Northern Plains	405	560-565	North Africa	90-100	175-190
Great Lakes	405-425	565-575			
Northeast	415	570-580	<b>POTASH</b>	<b>12/2/13</b>	<b>Year Ago</b>
South Central	395-410	535-550	U.S. Gulf NOLA	335-339	450-455
Southern Plains	365-370	545-555	Combelt	370-387	490-500
			Northern Plains	375	495-500
<b>MAP</b>	<b>12/2/13</b>	<b>Year Ago</b>	Northern Plains DEL	375-385	500-510
Central Florida	380-390	510	Great Lakes	380-387	500-517
U.S. Gulf NOLA	325-330	475-500	Northeast DEL	380-390	525-530
Combelt	415-435	575-585	Southeast DEL	380-385	520
Northern Plains	425-440	575-580	South Central	370-380	485-495
Great Lakes	425-445	575-590	Southern Plains	370-375	490-500
Northeast	435	585-595	California	494-502	570-580
Southern Plains	385-390	570-575	California DEL	500-510	580-590
California DEL	525-535	645-650	Pacific Northwest	455-465	535-560
Pacific Northwest DEL	475-489	600-640	Pacific Northwest DEL	460-465	540-570
Eastern Canada	565-570	693-700	Eastern Canada	445	580-590
Western Canada DEL	665-700	715-750	Western Canada	468-491	548-564
			Western Canada (mine)	460	530-540
<b>TSP</b>	<b>12/2/13</b>	<b>Year Ago</b>	Carlsbad standard	375	480
U.S. Gulf NOLA import	320	430	Carlsbad granular	375-382	480-485
South Central	355-375	495-505	Carlsbad soluble	382	485
			Saskatchewan standard st	355	470-475
<b>10-34-0</b>	<b>12/2/13</b>	<b>Year Ago</b>	Saskatchewan granular st	360-367	475-480
Combelt	410-455	530-550	Saskatchewan soluble st	367	475-480
Northern Plains	395-425	525-550	Vancouver granular mt	395-425	465-520
Northern Plains DEL	420	520-525	Vancouver standard mt	380-410	450-505
Great Lakes	455	535-565			
Northeast	435-450	555	<b>POTASSIUM SULFATE</b>	<b>12/2/13</b>	<b>Year Ago</b>
Southern Plains	410-425	525-550	California	660-670	660-670
California	427-437	500-510	Eastern Canada	830	830
Pacific Northwest	445-455	570-575			
			<b>POTASSIUM NITRATE</b>	<b>12/2/13</b>	<b>Year Ago</b>
<b>11-37-0</b>	<b>12/2/13</b>	<b>Year Ago</b>	California	950-1020	1020-1090
California	467-477	540-550			
Pacific Northwest	445	537-547	<b>K-MAG</b>	<b>12/2/13</b>	<b>Year Ago</b>
			Pacific Northwest	461-481	426-431
<b>16-20-0</b>	<b>12/2/13</b>	<b>Year Ago</b>	Eastern Canada	535-565	520-530
California	448-455	508-515			
Pacific Northwest	440-445	NA	<b>SULFUR</b>	<b>12/2/13</b>	<b>Year Ago</b>
Pacific Northwest DEL	443-448	500-505	Tampa c lt	75	160
			Houston DEL c lt	60	145
<b>PHOSPHORIC ACID</b>	<b>12/2/13</b>	<b>Year Ago</b>	U.S. Gulf NOLA c lt	64	149
California	9.20	11.25	U.S. Gulf NOLA prill mt	60-70	165-170
California DEL	9.00	10.25-11.05	West Coast mt	53-73	160-170
Pacific Northwest	8.50	10.55	Alberta mt	(-)65-2	30-100
Pacific Northwest DEL	9.00	10.25-11.05	Vancouver c mt	75-95	170-200
India CFR	609	855	Vancouver s mt	50-70	160-170

PRICE QUOTES DO NOT REFLECT ACTUAL TRANSACTIONS, BUT REPRESENT CURRENT MARKET CONDITIONS AS PERCEIVED BY SELECTED BUYERS AND SELLERS.

**PRICE NOTES:** Prices are based on large transactions involving truckloads or larger volumes. All prices are net of discounts for volume, cash, or prompt payment, if such are offered. Prices listed on an FOB basis are at the producer's plant gate, terminal, or pipeline point. CFR prices include transportation to the destination port. Delivered (DEL) prices include transportation costs to the retail dealer's premises or the nearest accessible railhead. All prices are spot unless indicated with a (c) for contract. The notation (mt) denotes metric ton. The notation (lt) denotes long ton. The notation NA (not available) means that a current price is not obtainable. Price spreads shown for a region are attributable to localized price differences or differing sizes of purchase. **CANADA:** Western and Eastern Canada prices are CAD per metric ton. Vancouver prices are USD per metric ton. Saskatchewan prices are USD per short ton. **CHINA:** Factory prices are CNY per metric ton, as provided by Sumino. Other China prices are USD per metric ton.

**COMMODITY NOTES:** UAN: Domestic prices are quoted on the basis of nutrient units; to convert to short ton, multiply the nutrient value (e.g., 28, 30, or 32) by the price shown. **UREA:** All prices are granular unless indicated as prill, or a bulk which is both prill and granular. **PHOSPHORIC ACID:** Domestic prices are quoted on the basis of nutrient units; to convert to short ton, multiply the nutrient value (e.g., 54 for MGA, 68 for SBA) by the price shown. **SULFUR:** Recovered Tampa, New Orleans, and Houston prices are for 4th quarter.

**REGIONS:** Visit [www.FertilizerPricing.com/GM-Price-Notation](http://www.FertilizerPricing.com/GM-Price-Notation) for regional descriptions.