

November 10, 2016

Rodney Lovgren
21 West Church Street, CC-6
Jacksonville, FL 32202

RE: ITN 009-17 Bulk Aqua Ammonia – Supply & Delivery

Mr. Lovgren,

We appreciate the opportunity to participate in this bid process. Here is our proposed pricing:

JEA Northside Generating Station 19% Aqua Ammonia

Prior month Fertecon Tampa average (converted to short ton) + \$447.02/short ton adder * 0.195 to convert to solution ton = \$87.17/solution ton adder

November 2016 price = Fertecon Tampa average October 2016 = \$210/metric ton divided by 1.1023 = \$190.51/short ton + \$447.02 adder = \$637.53/contained ton * 0.195 to convert to solution ton = \$124.32/solution ton

JEA Brandy Branch 29% Aqua Ammonia

Prior month Fertecon Tampa average (converted to short ton) + \$371.44/short ton adder * 0.294 to convert to solution ton = \$109.20/solution ton adder

November 2016 price = Fertecon Tampa average October 2016 = \$210/metric ton divided by 1.1023 = \$190.51/short ton + \$371.44 adder = \$561.95/contained ton * 0.294 to convert to solution ton = \$165.21/solution ton

Pricing formulas are subject to change to include cost increases not captured by or reflected in the Tampa ammonia price.

Other notes:

- The Fertecon Tampa index is reported on a weekly basis, 51 weeks per year. The current month's pricing is based on the average of the weeks in the prior month. After the last weekly publication in the prior month, we will provide JEA with those weekly numbers, as well as arranging for periodic meetings or WebEx to review the data from the actual

publication. Here is an example of October's numbers which dictate November's shipments:

Date	Weekly Ranges - \$/Metric Ton			Weekly Ranges - Converted to \$/Short Ton			Monthly Average - \$/Short Ton		
	Low	Mid	High	Low	Mid	High	Low	Mid	High
10/6/2016	\$210.00	\$210.00	\$210.00	\$190.51	\$190.51	\$190.51			
10/13/2016	\$210.00	\$210.00	\$210.00	\$190.51	\$190.51	\$190.51			
10/20/2016	\$210.00	\$210.00	\$210.00	\$190.51	\$190.51	\$190.51			
10/27/2016	\$210.00	\$210.00	\$210.00	\$190.51	\$190.51	\$190.51	\$190.51	\$190.51	\$190.51

- In the event that Fertecon fails to publish a Product purchase price by The Mosaic Company in Tampa FL for two consecutive calendar months (even if a historical price is published by Fertecon for such months), Buyer and Seller will agree on a substitute price within 30 days following the second month.
- For complete transparency, JEA can choose to subscribe directly to the Fertecon Ammonia Weekly market Report.
- To convert contained tons to solution tons for the aqua ammonia, take the contained tons and divide by:
 - For 19% divide the contained tons by 0.195
 - For 29% divide the contained tons by 0.294

We have reviewed the terms and conditions, and take exception to this clause:

Any increase greater than 5% in a Contract year may require JEA to terminate the contract for convenience and rebid, if JEA cannot benchmark and validate industry price increases.

The volatility of the ammonia market at times must be taken into consideration.

Please let us know if you have any questions or concerns.

Regards,

Cynthia Thomas
 Manager of Contracts & Pricing
 Airgas Specialty Products, Inc.
 2530 Sever Road, Suite 300
 Lawrenceville, GA 30043
 678.985.7332
 eFax:877.342.3998
cynthia.thomas@airgas.com

APPENDIX B MINIMUM QUALIFICATIONS FORM

009-17 BULK AQUA AMMONIA – REAGENT GRADE

GENERAL

THE MINIMUM QUALIFICATIONS SHALL BE SUBMITTED ON THIS FORM. IN ORDER TO BE CONSIDERED A QUALIFIED RESPONDENT BY JEA YOU MUST MEET THE MINIMUM QUALIFICATIONS LISTED BELOW, AND BE ABLE TO PROVIDE ALL THE SERVICES LISTED IN THIS SOLICITATION.

THE RESPONDENT MUST COMPLETE THE RESPONDENT INFORMATION SECTION BELOW AND PROVIDE ANY OTHER INFORMATION OR REFERENCE REQUESTED. THE RESPONDENT MUST ALSO PROVIDE ANY ATTACHMENTS REQUESTED WITH THIS MINIMUM QUALIFICATIONS FORM.

PLEASE SUBMIT THE ORIGINAL AND TWO (2) COPIES OF THIS FORM AND ANY REQUESTED ADDITIONAL DOCUMENTATION WITH THE RESPONSE SUBMISSION.

RESPONDENT INFORMATION

COMPANY NAME: Airgas Specialty Products Inc.

BUSINESS ADDRESS: 2530 Sever Rd. Ste 300

CITY, STATE, ZIP CODE: Lawrenceville, GA 30043

TELEPHONE: 800-AMMONIA

FAX: 877-342-3998

E-MAIL: cynthia.thomas@airgas.com

PRINT NAME OF AUTHORIZED REPRESENTATIVE: Joseph P. Sullivan

SIGNATURE OF AUTHORIZED REPRESENTATIVE: 

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: President

MINIMUM QUALIFICATIONS:

- The Respondent shall have successfully completed three (3) similar service contracts in the United States in the past five (5) years, date ending September 30, 2016.
 - A similar service contract is defined as supply and delivery of Bulk Aqua Ammonia in the amount of \$50,000.00 or more for any one (1) year period, for each contract.
 - The service contracts submitted must be from two (2) different customers.

**APPENDIX B RESPONSE FORM
009-17 BULK AQUA AMMONIA – SUPPLY AND DELIVER**

The Proposer shall submit one **(1) original Response, three (3) duplicates** (hardcopies), and one (1) CD or Flash Drive. The electronic version shall have the word tracked changes version of any terms and conditions comments and excel quotation of rates workbook. If there is a discrepancy between the electronic copy and hard copy, the hard copy will prevail. JEA will not accept Proposals transmitted via email.

RESPONDENT INFORMATION:

COMPANY NAME: Airgas Specialty Products, Inc.
 BUSINESS ADDRESS: 2530 Sever Rd. Ste 300
 CITY, STATE, ZIP CODE: Lawrenceville, GA 30043
 TELEPHONE: 800-295-2225
 FAX: 877-342-3998
 EMAIL ADDRESS: cynthia.thomas@airgas.com

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that it has read and reviewed all of the documents pertaining to this ITN and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status in the State of Florida. The Respondent certifies that it's recent, current, and projected workload will not interfere with the Respondent's ability to work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Total From Quotation of Rates Workbook	\$ <u>1,647,964.50</u>
--	------------------------

We have received addenda 1 through 1


 Signature of Authorize Officer of Respondent or Agent
Joseph Sullivan President
 Printed Name & Title

11/11/16
 Date
800-AMMONIA
 Phone Number



Building Community*

Procurement Bid Office
Customer Center 1st Floor, Room 002
21 W. Church Street
Jacksonville, Florida 32202

November 2, 2016

ADDENDUM NUMBER: **ONE (1)**

TITLE: **009-17 BULK AQUA AMMONIA – SUPPLY AND DELIVER**

JEA ITN NUMBER: **009-17**

RESPONSE DUE DATE: **Novmeber 15, 2016**

TIME OF RECEIPT: **12:00 PM**

TIME OF OPENING: **2:00 PM**

THIS ADDENDUM IS FOR THE PURPOSE OF MAKING THE FOLLOWING CHANGES OR CLARIFICATIONS:

- 1. CHANGE:** The name of the Solicitation has been changed to delete Anhydrous ammonia from the scope. JEA will only be requesting deliveries for nineteen percent (19%) and twenty-nine percent (29%) Aqua Ammonia.
- 2. CHANGE:** The following clause, Ex Parte Communication is added to this solicitation as section 1.3.11.

1.3.11 EX PARTE COMMUNICATION

Ex Parte Communication is defined as any inappropriate communication concerning an ITN between a company submitting a Response and a JEA representative during the time in which the ITN is being advertised through the time of Award. Examples of inappropriate communications include: private communications concerning the details of the ITN in which a company becomes privy to information not available to the other Respondents. Social contact between companies and JEA Representatives should be kept to an absolute minimum during the ITN process.

- 3. ADD:** The Response Form attached to this Addendum has been added to the solicitation

Acknowledge receipt of this addendum on the Response Form

Appendix B - Bid Workbook

Pricing shall be F.O.B. Destination, Freight Prepaid, to the above locations

BULK LIQUID AQUA AMMONIA - REAGENT GRADE

Product Price Construction							
	FIVE YEAR ESTIMATED QUANTITY	UNIT OF MEASURE	Fertecon Market Price per Ton (1)	Freight Fee per Delivery (2)	Distributor Fee (if Any) (3)	Total Price per Ton Delivered	Extended Price (ESTIMATED UNITS x COST / UNIT)
DELIVERY LOCATION	A		B	C	D	=B+C+D	=A * (B+C+D)
JEA Northside Generating Station (AQUA AMMONIA - 19%)	10,000	TONS	\$ 124.32	\$ -	\$ -	\$ 124.32	\$ 1,243,200.00
JEA - BRANDY BRANCH (AQUA AMMONIA - 29%)	2,450	TONS	\$ 165.21	\$ -	\$ -	\$ 165.21	\$ 404,764.50
5-YEAR TOTAL BID PRICE (ENTER THIS AMOUNT ON THE RESPONSE FORM PAGE 1)							\$ 1,647,964.50

Pricing shall be F.O.B. Destination, Freight Prepaid, to the above locations

Price Adjustment Conditions

- (1) The **FERTECON Market Price per Ton** shall remain fixed for the first month. The company may request a price adjustment at the beginning of each month, based on the four (4) week moving average Price per ton published weekly by Fertecon. Company shall be responsible to provide substantiating documentation of published price adjustments. JEA may elect to independently verify price adjustments. **Any increase greater than 5% in a Contract year, may require JEA to terminate the contract for convenience and rebid, if JEA cannot benchmark and validate industry price increases.**
- (2) **Freight Fee**, shall be remain fixed for the First Year of the Contract. Company may request a price adjustment 30 days prior to the Contract Anniversary Date, if the Freight Index changes greater than 3% in the prior year. The Price adjustment shall be in accordance with the Bureau of Labor Statistics website for Series ID PCU4842--4842: Industry: Specialized Freight Trucking. (The current freight index information is provided on a separate tab in this workbook). Alternately the Company may request a fuel surcharge on the applicable freight fee. The company shall submit the requested surcharge subject to JEA's sole approval.
- (3) **Distributor Fee** if any shall be fixed for the First Year. Company may request a price adjustment 30 days prior to the Contract Anniversary Date. Any increase greater than 3% on an annual basis may require JEA to terminate the contract for convenience and rebid. Any increase request shall accompany substantiating documentation. If an increase is approved, it will commence 30 days after the requested increase. (No fuel adjustments or fuel surcharges may be included in the Fee).

APPENDIX B MINIMUM QUALIFICATIONS FORM

009-17 BULK AQUA AMMONIA – REAGENT GRADE

REFERENCE 3

Customer Name Oglethorpe Power Corporation – Siemens Energy

Customer Address 3461 Hollingsworth Ferry Road Franklin, Ga. 30217

Reference Name Mr. James “Greg” Hood

Reference Phone Number 678-556-1500

Reference E-Mail Address james.hood@siemens.com

Contract Year/Amount On-going \$500K+

Description of Service Contract

1) Supply of Aqua Ammonia -- Supply truckload quantities of 19% Reagent Grade Aqua Ammonia for use as a reagent in their SCR.

[Multiple horizontal lines for additional description or notes]

APPENDIX B RESPONSE FORM
009-17 BULK AQUA AMMONIA – SUPPLY AND DELIVER

The Proposer shall submit one **(1) original Response, three (3) duplicates** (hardcopies), and one (1) CD or Flash Drive. The electronic version shall have the word tracked changes version of any terms and conditions comments and excel quotation of rates workbook. If there is a discrepancy between the electronic copy and hard copy, the hard copy will prevail. JEA will not accept Proposals transmitted via email.

RESPONDENT INFORMATION:

COMPANY NAME: TANNER INDUSTRIES, INC.
BUSINESS ADDRESS: 735 DAVISVILLE ROAD
CITY, STATE, ZIP CODE: SOUTH HARTON, PA 18966
TELEPHONE: 215-322-1238
FAX: 215-322-7791
EMAIL ADDRESS: SALES@TANNERIND.COM

Respondent's Certification

By submitting this Response, the Respondent certifies (1) that it has read and reviewed all of the documents pertaining to this ITN and agrees to abide by the terms and conditions set forth therein, (2) that the person signing below is an authorized representative of the Respondent, and (3) that the Respondent is legally authorized to do business and maintains an active status in the State of Florida. The Respondent certifies that it's recent, current, and projected workload will not interfere with the Respondent's ability to work in a professional, diligent and timely manner.

The Respondent certifies, under penalty of perjury, that it holds all licenses, permits, certifications, insurances, bonds, and other credentials required by law, contract or practice to perform the Work. The Respondent also certifies that, upon the prospect of any change in the status of applicable licenses, permits, certifications, insurances, bonds or other credentials, the Respondent shall immediately notify JEA of status change.

Total From Quotation of Rates Workbook	\$ <u>7,347,899.50</u>
--	------------------------

We have received addenda 1 through 1

David L. Pasquarella
Signature of Authorize Officer of Respondent or Agent
DAVID L. PASQUARELLA - SALES SUPERVISOR
Printed Name & Title

11/11/16
Date
215-322-1238
Phone Number



Building Community®

Procurement Bid Office
Customer Center 1st Floor, Room 002
21 W. Church Street
Jacksonville, Florida 32202

November 2, 2016

ADDENDUM NUMBER: **ONE (1)**

TITLE: **009-17 BULK AQUA AMMONIA – SUPPLY AND DELIVER**

JEA ITN NUMBER: **009-17**

RESPONSE DUE DATE: **November 15, 2016**

TIME OF RECEIPT: **12:00 PM**

TIME OF OPENING: **2:00 PM**

THIS ADDENDUM IS FOR THE PURPOSE OF MAKING THE FOLLOWING CHANGES OR CLARIFICATIONS:

1. **CHANGE:** The name of the Solicitation has been changed to delete Anhydrous ammonia from the scope. JEA will only be requesting deliveries for nineteen percent (19%) and twenty-nine percent (29%) Aqua Ammonia.
2. **CHANGE:** The following clause, Ex Parte Communication is added to this solicitation as section 1.3.11.

1.3.11 EX PARTE COMMUNICATION

Ex Parte Communication is defined as any inappropriate communication concerning an ITN between a company submitting a Response and a JEA representative during the time in which the ITN is being advertised through the time of Award. Examples of inappropriate communications include: private communications concerning the details of the ITN in which a company becomes privy to information not available to the other Respondents. Social contact between companies and JEA Representatives should be kept to an absolute minimum during the ITN process.

3. **ADD:** The Response Form attached to this Addendum has been added to the solicitation

Acknowledge receipt of this addendum on the Response Form

Appendix B - Bid Workbook

Pricing shall be F.O.B. Destination, Freight Prepaid, to the above locations

BULK LIQUID AQUA AMMONIA - REAGENT GRADE

Product Price Construction							
	FIVE YEAR ESTIMATED QUANTITY	UNIT OF MEASURE	Fertecon Market Price per Ton (1)	Freight Fee per Delivery (2)	Distributor Fee (If Any) (3)	Total Price per Ton Delivered	Extended Price (ESTIMATED UNITS x COST / UNIT)
DELIVERY LOCATION	A		B	C	D	=B+C+D	=A * (B+C+D)
JEA Northside Generating Station (AQUA AMMONIA - 19%)	10,000	TONS	\$ 190.51	\$ 228.12	\$ 188.88	\$ 607.51	\$ 6,075,100.00
JEA - BRANDY BRANCH (AQUA AMMONIA - 29%)	2,450	TONS	\$ 190.51	\$ 154.34	\$ 174.66	\$ 519.51	\$ 1,272,799.50
5-YEAR TOTAL BID PRICE (ENTER THIS AMOUNT ON THE RESPONSE FORM PAGE 1)							\$ 7,347,899.50

Pricing shall be F.O.B. Destination, Freight Prepaid, to the above locations

Price Adjustment Conditions

<p>(1) The FERTECON Market Price per Ton shall remain fixed for the first month. The company may request a price adjustment at the beginning of each month, based on the four (4) week moving average Price per ton published weekly by Fertecon. Company shall be responsible to provide substantiating documentation of published price adjustments. JEA may elect to independently verify price adjustments. Any increase greater than 5% in a Contract year, may require JEA to terminate the contract for convenience and rebid, if JEA cannot benchmark and validate industry price increases.</p>
<p>(2) Freight Fee, shall be remain fixed for the First Year of the Contract. Company may request a price adjustment 30 days prior to the Contract Anniversary Date, if the Freight Index changes greater than 3% in the prior year. The Price adjustment shall be in accordance with the Bureau of Labor Statistics website for Series ID PCU4842-4842: Industry: Specialized Freight Trucking. (The current freight index information is provided on a separate tab in this workbook). Alternately the Company may request a fuel surcharge on the applicable freight fee. The company shall submit the requested surcharge subject to JEA's sole approval.</p>
<p>(3) Distributor Fee if any shall be fixed for the First Year. Company may request a price adjustment 30 days prior to the Contract Anniversary Date. Any increase greater than 3% on an annual basis may require JEA to terminate the contract for convenience and rebid. Any increase request shall accompany substantiating documentation. If an increase is approved, it will commence 30 days after the requested increase. (No fuel adjustments or fuel surcharges may be included in the Fee).</p>

* PLEASE NOTE THAT (3) IS ADDER MINUS FREIGHT.

APPENDIX B MINIMUM QUALIFICATIONS FORM

009-17 BULK AQUA AMMONIA – REAGENT GRADE

GENERAL

THE MINIMUM QUALIFICATIONS SHALL BE SUBMITTED ON THIS FORM. IN ORDER TO BE CONSIDERED A QUALIFIED RESPONDENT BY JEA YOU MUST MEET THE MINIMUM QUALIFICATIONS LISTED BELOW, AND BE ABLE TO PROVIDE ALL THE SERVICES LISTED IN THIS SOLICITATION.

THE RESPONDENT MUST COMPLETE THE RESPONDENT INFORMATION SECTION BELOW AND PROVIDE ANY OTHER INFORMATION OR REFERENCE REQUESTED. THE RESPONDENT MUST ALSO PROVIDE ANY ATTACHMENTS REQUESTED WITH THIS MINIMUM QUALIFICATIONS FORM.

PLEASE SUBMIT THE ORIGINAL AND TWO (2) COPIES OF THIS FORM AND ANY REQUESTED ADDITIONAL DOCUMENTATION WITH THE RESPONSE SUBMISSION.

RESPONDENT INFORMATION

COMPANY NAME: TANNER INDUSTRIES, INC.

BUSINESS ADDRESS: 735 DAVISVILLE ROAD

CITY, STATE, ZIP CODE: SOUTHAMPTON, PA 18966

TELEPHONE: 215-322-1238

FAX: 215-322-7791

E-MAIL: SALES @ TANNER IND.COM

PRINT NAME OF AUTHORIZED REPRESENTATIVE: DAVID L. PASQUARELLA

SIGNATURE OF AUTHORIZED REPRESENTATIVE: David L. Pasquarella

NAME AND TITLE OF AUTHORIZED REPRESENTATIVE: DAVID L. PASQUARELLA, SALES SUPERVISOR

MINIMUM QUALIFICATIONS:

- The Respondent shall have successfully completed three (3) similar service contracts in the United States in the past five (5) years, date ending September 30, 2016.
 - A similar service contract is defined as supply and delivery of Bulk Aqua Ammonia in the amount of \$50,000.00 or more for any one (1) year period, for each contract.
 - The service contracts submitted must be from two (2) different customers.

APPENDIX B MINIMUM QUALIFICATIONS FORM

009-17 BULK AQUA AMMONIA - REAGENT GRADE

REFERENCE 1

Customer Name INDIANTOWN COGENERATION, L.P.

Customer Address 13303 SW SILVER FOX LANE, INDIANTOWN, FL 34956

Reference Name CHRIS CURRY

Reference Phone Number 772-597-6500 EXTENSION 12

Reference E-Mail Address CHRIS.CURRY@INDIANTOWNCOGEN.COM

Contract Year/Amount 2015-\$291,589.62

Description of Service Contract DELIVER AMMONIUM HYDROXIDE
(AQUA AMMONIA)

Blank lined area for additional information.

APPENDIX B MINIMUM QUALIFICATIONS FORM

009-17 BULK AQUA AMMONIA - REAGENT GRADE

REFERENCE 2

Customer Name W. D. SERVICE

Customer Address 780 CREEK ROAD, BELLMAWR, NJ 08031

Reference Name PAUL CUCCINELLO

Reference Phone Number 856-931-6100

Reference E-Mail Address PAUL@WDSERVICE.COM

Contract Year/Amount 2015 - \$504,613.62

Description of Service Contract DELIVER AMMONIUM HYDROXIDE
(AQUA AMMONIA)

Blank lined area for additional information.

APPENDIX B MINIMUM QUALIFICATIONS FORM

009-17 BULK AQUA AMMONIA - REAGENT GRADE

REFERENCE 3

Customer Name EAST PENN MFG

Customer Address 120 DEKA ROAD, LYONS STATION, PA 19536

Reference Name RICK LEIBY

Reference Phone Number 610-682-6361

Reference E-Mail Address RLEIBY@DEKA BATTERIES.COM

Contract Year/Amount 2015 - \$1,896,414.15

Description of Service Contract DELIVER COMMERCIAL GRADE ANHYDROUS AMMONIA.

Blank lined area for additional information.

JEA Solicitation Number 009-17 Exceptions to Terms and Conditions

Page 19 of 35

2.4.4 DISCOUNT PRICING

Our terms are net cash in 30 days.

Page 23 of 35

2.7.4 INDEMNIFICATION (SJRPP)

For ten dollars (\$10.00) acknowledged to be included and paid for in the contract price and other good and valuable considerations, the Company shall hold harmless and indemnify JEA and Florida Power and Light Company (hereinafter referred to as FPL), against any claim, action, loss, damage, injury, liability, cost and expense of whatsoever kind or nature (including, but not by way of limitation, reasonable attorney’s fees and court costs) arising out of injury (whether mental or corporeal) to persons, including death or damage to property, **to the extent** arising out of or incidental to the negligence, recklessness or intentional wrongful misconduct of Company and any person or entity used by the Company in the performance of this Contract or Work performed thereunder. For purposes of this Indemnification, the term “JEA” shall mean JEA as a body politic and corporate and shall include its governing board, officers, employees agents, and successors and assigns. For purposes of this Indemnification, FPL has been included with JEA, as co-owner for their St. Johns River Park facility (hereinafter referred to SJRPP). The terms “FPL” shall include its governing board, officers, employees, agents successors and assigns. This indemnification shall survive the term of a Contract entered into pursuant to this solicitation, for events that occurred during the Contract term. This indemnification shall be separate and apart from, and addition to, any other indemnification provision set forth elsewhere in this Contract.

Page 24 of 35

2.9.3 TERMINATION FOR DEFAULT

JEA **or the Company** may give the ~~Company~~ **the other party** written notice to discontinue all Work under the Contract in the event that:

- 0 The Company assigns or subcontracts the Work without prior written permission;
- 0 Any petition is filed or any proceedings is commenced by or against ~~the Company’s~~ **either party’s** for relief under any bankruptcy or insolvency laws;
- 0 A receiver is appointed for ~~the Company’s~~ **either party’s** property or the ~~Company~~ **either party** commits any act of insolvency (however evidenced);
- 0 ~~The Company~~ **either party** makes and assignment for the benefit of creditors;
- 0 The Company.....
- 0 Any material change in the financial or business condition of the Company.

Key: Please note that additions are placed in red and deletions are crossed out -.

**JEA Brandy Branch – Jacksonville, FL - Delivered – 29.4% Aqua Ammonia -
Tampa Indexed Proposal Reviewed and Revised Monthly**

\$519.51 per ton of contained anhydrous ammonia delivered
 (Approximately \$152.74 per ton of total solution delivered)
 Minimum: 49,000 pounds
 Fuel surcharge included
 Price includes 2.5 hours unloading
 Terms: Net cash in 30 days
 Price for November, 2016

Product: 29.4% Aqua Ammonia

Minimum: 49,000 pounds

Tampa Index Price, Delivered Price, \$/short ton = (Tampa Average Price, \$/mt x 0.9072) + (Adder).

Tampa Index Price. “Tampa Average Price” would mean the average of the weekly Tampa Average prices for Anhydrous Ammonia as published in all issues of “Fertecon” during the month prior to the month the product is shipped. Each publication date would be used for the following weeks’ pricing. The Tampa Average price would be converted from metric tons to short tons by multiplying the average metric ton price by 0.9072 (the conversion factor).

*Please note for any month a minimum of four weekly publications will be used. in a month when only three publications are made (common for December because of the holidays), the last published price will then be used for the fourth publication.

For the sake of clarity, an example of how Tampa Average Price is calculated is set forth below:

<u>Publication Date</u>	<u>Tampa Low</u>	<u>Tampa High</u>
10/06/16	\$210.00	\$210.00
10/13/16	\$210.00	\$210.00
10/20/16	\$210.00	\$210.00
10/27/16	\$210.00	\$210.00
Monthly Average		\$210.00

(\$210.00 x 0.9072) = \$190.51 + \$329.00 (adder) = \$519.51 per ton of contained anhydrous ammonia delivered. Pricing for November, 2016.
--

Freight Included in Above Adder: \$154.34 per ton of contained anhydrous ammonia

Demurrage: \$100.00 per hour over 2.5 hours unloading time

Weekend/Holiday Charges: Saturday: \$110.00 per hour portal to portal
 Minimum: 4 hours

Sunday: \$135.00 per hour portal to portal
Minimum: 4 hours

Holiday: \$135.00 per hour portal to portal
Minimum: 4 hours

Term: Adder is firm thru December 31, 2017. Any increases or decreases in transportation and/or producers adder will pass through on an annual basis to JEA with proper documentation. The Supplier's gross margin during term of agreement shall be no greater than the level of gross margin in place on the date of execution of the original agreement.

Date: November 11, 2016.

JEA Northside – Jacksonville, FL - Delivered – 19% Aqua Ammonia - Tampa
Indexed Proposal Reviewed and Revised Monthly

\$607.51 per ton of contained anhydrous ammonia delivered
 (Approximately \$115.43 per ton of total solution delivered)
 Minimum: 49,000 pounds
 Fuel surcharge included
 Price includes 2.5 hours unloading
 Terms: Net cash in 30 days
 Price for November 30, 2016

Product: 19% Aqua Ammonia

Minimum: 49,000 pounds

Tampa Index Price, Delivered Price, \$/short ton = (Tampa Average Price, \$/mt x 0.9072) + (Adder).

Tampa Index Price. “Tampa Average Price” would mean the average of the weekly Tampa Average prices for Anhydrous Ammonia as published in all issues of “Fertecon” during the month prior to the month the product is shipped. Each publication date would be used for the following weeks’ pricing. The Tampa Average price would be converted from metric tons to short tons by multiplying the average metric ton price by 0.9072 (the conversion factor).

*Please note for any month a minimum of four weekly publications will be used. in a month when only three publications are made (common for December because of the holidays), the last published price will then be used for the fourth publication.

For the sake of clarity, an example of how Tampa Average Price is calculated is set forth below:

<u>Publication Date</u>	<u>Tampa Low</u>	<u>Tampa High</u>
10/06/16	\$210.00	\$210.00
10/13/16	\$210.00	\$210.00
10/20/16	\$210.00	\$210.00
10/27/16	\$210.00	\$210.00
Monthly Average		\$210.00

(\$210.00 x 0.9072) = \$190.51 + \$417.00 (adder) = \$607.51 per ton of contained anhydrous ammonia delivered. Pricing for November, 2016.
--

Freight Included in Above Adder: \$228.12 per ton of contained anhydrous ammonia

Demurrage: \$100.00 per hour over 2.5 hours unloading time

Weekend/Holiday Charges: Saturday: \$110.00 per hour portal to portal
 Minimum: 4 hours

Sunday: \$135.00 per hour portal to portal
Minimum: 4 hours

Holiday: \$135.00 per hour portal to portal
Minimum: 4 hours

Term: Adder is firm thru December 31, 2017. Any increases or decreases in transportation and/or producers adder will pass through on an annual basis to JEA with proper documentation. The Supplier's gross margin during term of agreement shall be no greater than the level of gross margin in place on the date of execution of the original agreement.

Date: November 11, 2016.