

IFB 2020-054 Herbicide Treatment of Roadside ROW & Encroachments

				NaturChem, Inc		
				Current Price	Requested Price	Percentage Change
Line #	Description	QTY	UOM	Unit	Unit	%
1	Please state treatment cost per acre in accordance with all	2484	acre	\$51.00	\$65.00	27.50%

**ADD LINE ITEM**

2	Marking Dye	2484	acre	N/A	\$4.00	N/A
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Supplier increase documentation below



February 22, 2022

Mr. Matthew Hook  
NaturChem, Inc.  
270 Bruner Rd.  
Lexington, SC 29072

Dear Mr. Hook:

I'm writing this letter to communicate an increase in herbicide pricing from 2021 to 2022. Across the portfolio of products you purchase this increase averages 25-35%. The increase is primarily driven by a shortage of active ingredients and packaging materials as well as an increase in delivery costs.

NaturChem is a preferred customer of Nutrien Solutions. We try to communicate all industry knowledge relating to changes in price and supply as early as possible. Please communicate this information to your customers.

I'm always available to further answer all questions that you and your customers may have.

Sincerely,

A handwritten signature in black ink that reads "J. Jason Myers".

Jason Myers  
Sales Manager, Nutrien Solutions