

EMERALD COAST UTILITIES AUTHORITY

BID NUMBER: 2012 13

CONTRACT DURATION: NOVEMBER 1, 2012 THROUGH OCTOBER 31, 2013 (WITH TWO ONE-YEAR OPTIONAL EXTENSIONS UPON MUTUAL AGREEMENT OF BOTH PARTIES, WITH NO INCREASE IN PRICE).

ORTHOPHOSPHATE, BULK

Bid Opening: August 21, 2012 - 2:00 p.m.

| ITEM | QUANTITY | ORTHOPHOSPHATE, BULK (275 GALLON TOTES) | | MANUFACTURER | EXCEPTIONS YES/NO | SIGNED PROPOSAL YES/NO |
|--|--------------------|--|------------------|---|----------------------|---------------------------|
| | | APPROX. GALLONS PER YEAR | PRICE PER GAL | | | |
| CARUS CORP PERU, IL | 24,000 | \$8.527 | \$204,648.00 | CARUS | NO | YES |
| DUMONT CO INC OVIEDO, FL | 24,000 | * | | DUMONT CLEAR FLOW OT 7272 | NO | YES |
| ALTERNATE | 1 OR MORE | \$8.500 | \$204,000.00 | | | |
| ALTERNATE | * 3 OR MORE | \$8.150 | \$195,600.00 | | | |
| ALTERNATE | * 6 OR MORE | \$7.900 | \$189,600.00 | | | |
| F2 IND LLC SMYRNA, TN | 24,000 | ** | | F2 IND LLC ** PA-5800 / 75% PO ₄ | YES | YES |
| | | \$9.400 | \$225,600.000 | | | |
| HARCROS CHEMICALS MOBILE, AL | 24,000 | \$9.560 | \$229,440.000 | PRAYON OR PCS | YES NOT LISTED | YES |
| PH20S SOLUTIONS WILMINGTON, DE | 24,000 | \$8.270 | \$198,480.000 | PH20S SOLUTIONS | NO | YES |
| SHANNON CHEMICAL EXTON, PA | 24,000 | \$8.840 | \$212,160.000 | SHANNON CHEMICAL | NO | YES |
| STERLING WATER TECH CROYDON, PA | 24,000 | *** | | STERLING | NO | YES |
| ALTERNATE | ***MINIMUM 4 TOTES | \$9.060 | \$217,440.000 | | | |
| | ***MINIMUM 1 TOTE | \$10.140 | \$243,360.000 | | | |
| THATCHER CO SALT LAKE CITY, UT | 24,000 | **** | | ADITYA BIRLA GRASUN CHEMICALS (FANGCHENGGANG) LTD **** CHINESE PRODUCT | YES | YES |
| | | \$8.522 | \$204,528.000 | | | |
| WATER & WASTE SPEC LLC THEODORE, AL | 24,000 | \$12.950 | \$310,800.000 | MCT 4106 MID SOUTH CHEMICAL CO | NO | NO |